

AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLVII No. 5

MARCH 1, 1928

Per Copy 20c

March Madness

THIS is the month when Nursery advertising runs wild. Just before the battle. Executives are in the saddle, with pulses high and coat-tails flapping. With anxious eye he scans the scene, reviews his own formation, and worries over the outcome.

About him—a storm of printed sheets; a hurricane of words; a hail of prices; a mirage of Bulletins (yes, our No. 3 is circulating, too).

With him—"Shorts" to the right of 'im; "Shorts" to the left of 'im; "Surplus" behind 'im.

Before him—God only knows what's coming.

Got to do something! All right, shoot. Surplus hurrahs and shoots its arrows into the air; but his Shorts turn tail and holler for help.

BE CALM

Brother, forget all this turmoil and confusion; just sit tight and wig-wag THE OLD GUARD. We'll come a running, and fill up the gaps.

Seventy-four years we've kept our guidons fluttering in the hottest sector of the big Spring Fight, and so far the old flag has never touched the ground. Our D. S. record is dependable relief work all along the line. Good fightin' stock—well fed—well groomed—quick on foot—and plenty of it. At your service.

Cheerio, brother! We're on the way!

SINCE 1854

THE STORRS & HARRISON CO.

"Painesville Nurseries"

PAINESVILLE, Lake County, OHIO



39 STATE ST.

ROCHESTER, N. Y.

American Fruits Publishing Co.

Quality Stock---Surplus

WRITE FOR PRICES

Largest Nursery in Indiana

APPLE—3 yr., 11/16

500	DELICIOUS
1000	GRIMES—top worked on Spy
1500	JONATHAN
400	STAYMANS
300	WINESAP
500	YELLOW TRANSPARENT

CHERRY—2 yr.

	11/16	9/16	7/16	5/16
BLACK TARTARIAN	600			
GOV. WOOD	600			
EARLY RICHMOND	5000	4000	1800	775
MONTMORENCY	10000	9000	4000	2385
WINDSOR	400	50		

PEACH—

	11/16	9/16	7/16	5/16	18-24"
EARLY ELBERTA	50	200	300	247	288
ELBERTA	2000	7000	18000	14900	16800
J. H. HALE	1000	1000	4000	3200	3300
ROCHESTER	50	200	375	238	200

PEAR—3 yr., 11/16

600	BARTLETT	100	CLAPPS	
500	DUCHESSE	300	FLEMISH	BEAUTY
150	KIEFFER	600	SECKEL	
250	SHELDON	150	TYSON	

PLUM ON PLUM

450	SHROPSHIRE, 11/10, 3 year
500	SHROPSHIRE, 11/16, 2 year

SHRUBS

1600	BUDDLEA, 2 year, No. 1
1200	LONICERA BELLE ALBIDA, 4/5 feet
1000	LONICERA BELLE ALBIDA, 3/4 feet
1500	LONICERA MORROWI, 4/5 feet
2000	LONICERA MORROWI, 3/4 feet
700	LONICERA MORROWI, 2/3 feet
25000	CALIFORNIA PRIVET, 12/18 inch
1500	INDIAN CURRANT, 2/3 feet
1500	INDIAN CURRANT, 18/24 inch
1500	SNOWBERRY, 2/3 feet
1500	SNOWBERRY, 18/24 inch
1200	SUGAR MAPLE, 3 inch up

A FEW OTHER SHRUBS IN ABOVE SIZES

C. M. Hobbs & Sons

BRIDGEPORT, INDIANA

CHERRY TREES! CHERRY TREES!

The Best That Can Be Grown!

SWEET AND SOUR ONE AND TWO YEAR
CAR LOTS OR LESS

We also offer for Spring, 1928

A General Assortment of

Standard and Dwarf Apple

Standard and Dwarf Pear,

Plum, Quince and Peach

TRUE TO NAME

Write For Our Attractive Prices

KELLY BROTHERS NURSERIES

Dansville, N. Y.



New York State Grown FRUIT TREES

Specializing in Car Lots

of

APPLE - PEAR - PEACH

Special prices on

BARTLETT PEAR, BALDWIN APPLE,
ELBERTA PEACH

Also a Full Line of

**ORNAMENTAL TREES
SHRUBS AND ROSES**

American Arbor Vitae

Lombardy Poplars

W. & T. SMITH CO.

GENEVA, N. Y.

Organized in 1846

1,000 Acres in 1928

Buy Now for Spring

WE ARE ONE
OF THE LARGEST GROWERS
IN THE UNITED STATES
OF FRUIT TREES

APPLE PEAR CHERRY
PEACH QUINCE PLUM

Big stock of Cherry
and the New Cortland

Wonderful assortment of
ROSES, SHRUBS, ORNAMENTALS
AND SMALL FRUITS

Owing to our big volume of business,
we can give you the best at low prices

FOR WONDERFUL VALUES TRADE WITH
Maloney Bros. Nursery Co., Inc.
DANSVILLE, NEW YORK

EVERGREENS - ROSES - VINES

Write us for prices on any of the following articles. We can give special prices on quantity orders. We guarantee the same heavy grade you have been accustomed to receive from us.

EVERGREENS

300 Juniper hibernica	2 to 2½ ft.
100 Juniper horizontalis	2 ft.
500 Juniper sabina	1½ ft.
300 Juniper sabina	2 ft.
100 Retinospora filifera	2 ft.
200 Retinospora filifera	2 ft.
100 Retinospora pisifera	2½ ft.
500 Retinospora pisifera aurea	2 ft.
500 Retinospora pisifera aurea	2½ ft.
300 Retinospora pisifera aurea	3 ft.
500 Retinospora plumosa	1½ ft.
1000 Retinospora plumosa	2 ft.
500 Retinospora plumosa	2½ ft.
1500 Retinospora plumosa aurea	1½ ft.
1500 Retinospora plumosa aurea	2 ft.
200 Retinospora squarrosa	1½ ft.
200 Retinospora squarrosa	2 ft.
1000 Thuja occidentalis	2 ft.
1000 Thuja occidentalis	2½ ft.
1000 Thuja occidentalis	3 ft.
1000 Thuja ellwangeriana	1½ ft.
300 Thuja ellwangeriana	2 ft.
1000 Thuja globosa	1½ ft.
400 Thuja hoveyi	1½ ft.
200 Thuja pyramidalis	2 ft.
500 Thuja pyramidalis	2½ ft.

EVERGREENS—Continued

500 Thuja pyramidalis	3 ft.
500 Thuja warreana	1½ ft.
300 Thuja warreana	2 ft.
100 Biota orientalis	2½ ft.
200 Biota orientalis	3 ft.
250 Buxus arborescens	8 to 10 inch
300 Mahonia aquifolium	15 inch
300 Mahonia aquifolium	18 inch

VINES

800 Ampelopsis engelmanni	3 yr.
5000 Ampelopsis tricuspidata (veitchi)	2 yr.
2000 Ampelopsis tricuspidata (veitchi)	3 yr.
500 Aristolochia siphon	2 yr. Medium
500 Aristolochia siphon	2 yr. No. 1
100 Bignonia grandiflora	2 yr.
500 Bignonia radicans	2 yr.
300 Celastrus orbiculatus	2 yr.
5000 Clematis paniculata	2 yr.
2000 Clematis paniculata	3 yr.
4000 Hedera helix	2½ inch pots
500 Hedera helix	3 inch pots
1000 Lonicera aureoreticulata	2 yr.
500 Lycium chinense	3 yr.
500 Wisteria magnifica	2 yr.
300 Wisteria sinensis	2 yr.
200 Wisteria sinensis	3 yr.
100 Wisteria sinensis alba	3 yr.

ROSES

Special low price on following:

600 Magna Charta	No. 1
300 C. F. Meyer	No. 1
600 Erna Teschendorf	No. 1
700 Erna Teschendorf	No. 2
800 Mme. Levvasseur	No. 1
300 Rubrifolia	No. 1

CLIMBING ROSES

Extra Fine, Grown to Stake

600 American Pillar	No. 1
400 American Pillar	No. 1
200 Veilchenblau	No. 1
200 Veilchenblau	No. 1
200 Aviateur Bleriot	No. 1
200 Aviateur Bleriot	No. 1
400 Christine Wright	No. 1
200 Christine Wright	No. 1
1000 Dr. Van Fleet	No. 1
600 Dr. Van Fleet	No. 1
2000 Dorothy Perkins	No. 1
900 Dorothy Perkins	No. 1
200 Excelsa	No. 1
1000 Gardenia	No. 1
400 Hiawatha	No. 1
200 Hiawatha	No. 1
500 White Dorothy	No. 1

We also have a complete selection of Fruit Trees and Ornamental Shrubs. Write us your needs.

600 ACRES COMPLETELY MODERNLY EQUIPPED

"Everything that is Good and Hardy"

THE COLE NURSERY COMPANY

Forty-seven Years at PAINESVILLE, OHIO

Best Tree Digger on Earth



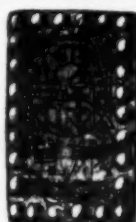
Write for Descriptive Circular and Prices

Stark Brothers

NURSERIES AND ORCHARDS COMPANY

Louisiana,

Missouri



OUR SPECIALTIES

are

FRUIT TREES
BUDDED ROSES
HARDY SHRUBS
HEDGE PLANTS

and

CONIFEROUS EVERGREENS

Revised Surplus List Now Ready

Ask for Your Copy

The Huntsville Wholesale Nurseries, Inc.,

1872

HUNTSVILLE, ALABAMA

1928

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

Exclusively for Nurserymen

Those who are content

with a side issue

Get side issue results

The only publication in America devoted to the Nursery Trade in general as a Main Issue is the

AMERICAN NURSERYMAN

LESS THAN FIVE CENTS A WEEK—

AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

Issued 1st and 15th of each month. The National Journal of Commercial Horticulture. National and international circulation. Reaching every State in the Union. Mailing lists total upward of 5000 Nursery concerns. Subscription: \$2.50 per year; three years for \$6.00. Advertisements: \$2.80 per column-wide inch, covering insertion twice a month.

Mr. Spring Planter

Check your short list and get our prices. You can save money by placing orders now for spring. Let us hear from you while our lines are still unbroken.

Send for Trade List.

Onarga Nursery Co.
ONARGA ILLINOIS

THE MONROE NURSERY

ESTABLISHED 1847

Carload lots of
APPLE PEACH CHERRY
CATALPA BUNGEI LOMBARDY POPLAR
and a well balanced list of
PEAR

A complete assortment of shrubs graded to please the most critical buyer.

I. E. ILGENFRITZ' SONS CO.
Monroe, Michigan

Manufacturers of Ilgenfritz Planting Machines and Digging Plows

Wayside Gardens

HARDY PERENNIAL PLANTS
EXCLUSIVELY

Write for Trade List.

THE WAYSIDE GARDENS COMPANY
MENTOR, OHIO

BE PREPARED

Order early. Keep a supply on hand exposed to the weather, as that improves its condition. It is imported because it is unlike any domestic Peat—no true sphagnum moss Peat can be had from this country.

IMPORTED GRANULATED
PEAT MOSS
TORF MULL

We try to keep a large supply stored in different parts of the country for convenience and economy in filling orders. Heavy Spring demand from all sources sometimes taxes human ingenuity.

Bales contain fully eight bushels or more, with least moisture content. \$3.00 per bale F. O. B. New York. Discount on quantity purchases. Shipped from various large cities.

We are the original introducers and the largest importers of Peat Moss as government records show. To borrow a phrase; "There's a reason!"

ATKINS & DURBROW, INC.
29 Burling Slip New York, N. Y.

Vincennes Nurseries

W. C. REED & SON VINCENNES, IND.

3000 Early Richmond Cherry—XX 1 to 1½, 3 yr.

Cherry (Sours)—2 year, all grades

Cherry—One Year Sweets and Sours

Standard Pear—Leading Varieties, all grades

European Plum—11/16, 9/16, 7/16—Ten Varieties

Peach and Apple—Leading kinds.

Commercial varieties

PLEASE SUBMIT LIST FOR PRICES

J. H. Skinner & Co.

Topeka, Kansas

WE OFFER

Apple, Cherry, Peach, Pear and Plum Trees
Apple Seedlings Pear Seedlings

Spirea Van Houtti, all grades

Privet, Amur River North

8 to 3 ft., 4 or more canes

Also lighter grades.

Lilac, named varieties

Paeonias

Apple and Pear Grafts, Whole and Piece Root



EVERBEARING STRAWBERRY PLANTS

We have the great Mastodon, Champion, and last but not least, 2,000,000 Progressive, Everbearing.

Progressive—1,000, \$5.00; 5,000, \$22.50; 10,000, \$40.00.

Better plants cannot be grown. We have a full stock of common varieties also.

J. A. BAUER
Lock Box 38 JUDSONIA, ARK.

BULLETIN NO. 4

will be mailed to you soon. Watch for it and then note the good things offered. Among others are:

MONTMORENCY—11/16 and all other grades

McINTOSH—2 year, 11/16

KERRIA JAPONICA—double flowering

SOFT SILVER MAPLE—1¼-1½ in.

ROSE ACACIA—standard, top grafted

BECHTEL'S CRAB—classy stuff

FLOWERING ALMOND—pink and white

DESMODIUM PENDULIFLORUM—true type

RUSSIAN OLIVE SEEDLINGS—all grades

AMUR RIVER PRIVET NORTH—up to grade

ROSES—in general assortment

LINING OUT STOCK

"SPECIALIZING IN WANT LISTS"

A. WILLIS & COMPANY
Wholesale Nurserymen OTTAWA, KANSAS

AMERICAN NURSERYMAN — March 1, 1928

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copy less of current volume, 25c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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BE ON TIME!

Get Covered Now for a Long Selling Season

OUR WHOLESALE BULLETIN NO. 5

A WONDERFUL ASSORTMENT

We Have What You Want

ROSES, All kinds

SHRUBS

PERENNIALS

ORNAMENTAL TREES

EVERGREENS

HEDGE PLANTS

PAEONIAS AND PHLOX

CONNECTICUT GROWN APPLE AND PEACH

ORNAMENTAL TREES, FRUIT TREES,

MANETTI, FRENCH AND HOLLAND

FRENCH PEAR AND MAHALEB

ROSA MULTIFLORA JAPONICA SEEDLINGS,

Connecticut Grown

BARBERRY THUNBERGI SEEDLINGS

ASPARAGUS, SMALL FRUITS, etc.

Prompt Orders Assure Full Assortment

C. R. BURR & COMPANY, Inc., MANCHESTER, CONN.

GENERAL NURSERYMEN

Evergreen Seedlings

Sherman's Evergreen seedlings are grown by experts on soil that produces a sturdy root system.

Our methods of digging and packing assure you complete success in lining out.

If you haven't a copy of our latest Trade Announcer, write at once and we will quote prices.

We are prepared to handle orders for almost any kind of nursery stock. Send your want lists to us for prompt attention.

The Sherman Nursery Co.

CHARLES CITY, IOWA



When the Rains of Heaven Fail!

WATER---

constant - clear - copious

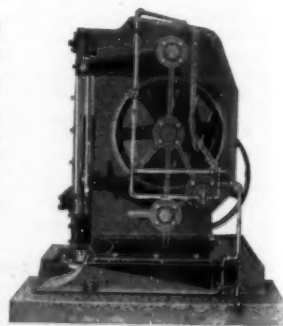
FOR GROUNDS AND BUILDINGS

COOK Type PH, Overlapping Two-Stroke, Self-Oiling, Deep-Well Pump

"Frankly nothing more could be expected of any piece of machinery. We have hardly looked at it, only changing the oil every 60 days and it has delivered water just like it did the first day it was installed."

Bulletin 34A—COOK Type PH Deep-Well Pump (all sizes).

Bulletin 353—COOK Type PH3 Deep-Well Pump.



Capacities up to 500 Gallons per minute. Built in 3 H.P., 5 H.P., 7½ H.P., 10 H.P., 15 H.P., 20 H.P., and 30 H.P. sizes.

A COOK Installation Means Peace of Mind

A. D. COOK, Inc.
LAWRENCEBURG — INDIANA

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVII

ROCHESTER, N. Y., MARCH 1, 1928

No. 5

MICHIGAN PRODUCES ONE SIXTH OF NURSERY STOCK

President Manahan Predicts Increase in Nursery Business Over Last Year

Michigan Association of Nurserymen held its sixth annual meeting at the Detroit-Leland Hotel, Detroit, Feb. 15-16. It was the largest attended meeting yet held by the association, and attracted not only Michigan Nurserymen from every section of the state, but a number of Nurserymen from outside, including President Horton Bowden and Charles H. Perkins, who came to represent the New York State Nurserymen's Association.

The opening address by President B. J. Manahan, Detroit, was full of optimism. He predicted that the Nursery business in 1928 would outstrip that of 1927.

Professor Alexander Laurie, horticulture, Michigan State College, taking as his subject, "Experimental and Practical Propagation," told of the scientific research work being done at the college. He spoke of the use of chemicals as stimulants in the propagation of hardwood and summer cuttings and cited many favorable results.

E. C. Mandenberg, director of Nursery inspection, Michigan Department of Agriculture, speaking on the subject, "Michigan Inspection Service," told of the thorough work in his department and especially with reference to the raspberry situation. He called attention to the fact that Michigan produces about one-sixth of all the Nursery stock grown in the United States and said that Michigan Nurseries produce as choice Nursery stock as can be found in the country.

Other speakers on the program included Louis J. Flint, Detroit Board of Commerce, who spoke on "Opportunities of a Progressive Association," and Professor C. P. Halligan of Michigan State College, who gave an interesting talk on "New Methods in Planting Design."

The convention voted to hold a summer meeting in Western Michigan and to extend an invitation to the members of the Illinois Nurserymen's Association to meet with them.

The next annual meeting of the Michigan Association has been set for Feb., 1929, in Detroit.

The following officers were elected to serve in 1928: President, B. J. Manahan, Detroit; vice-president, James Ilgenfritz, Monroe; secretary-treasurer, C. A. Krill, Kalamazoo.

Reads Less But Sounds Like More

"Maybe you have noticed the Sunkist advertising campaign to boost those practically seedless, largely ragless, but far from squirtless California grapefruits" is the title under a cover plate in a recent issue of Pacific Rural Press.

Seeking Another Site for the National Arboretum Mount Hamilton Site Owners Demands Regarded Excessive

Following is the report given by Robert Pyle at the annual meeting of the Pennsylvania Nurserymen's Association, Feb. 16, Trenton, N. J.

NATIONAL ARBORETUM

On December 21, 1927, President Coolidge signed the deficiency appropriation bill passed by the recent Congress. The enabling act providing for the National Arboretum on the Mount Hamilton site was passed during the last few hours of the previous Congress and received the President's signature, but the funds required to make it effective were not available until provided for in the deficiency appropriation bill above referred to. The provisions of the enabling act and the appropriations were such that not more than 25% in excess of assessed valuation could be paid for any portion of the ground contemplated for the Arboretum, and \$300,000 was the total amount authorized for the purchase of approximately 400 acres on the Mount Hamilton and Hickey Hill tracts.

Several owners in the Mount Hamilton and Hickey Hill area have consented to sell their lands at the assessed valuation plus 25%, as authorized by the enabling act, but other owners of land contiguous are not so reasonable, the land noted being held at prices running up to twelve times the assessed valuation; neither will condemnation proceedings in the face of such claims bring the price of the land within the assessed valuation plus 25%; any price in excess of that the Department is prohibited by law from paying. In consequence, definite consideration is being given to a tract of land several miles from the city and well suited

for arboretum purposes, though, of course, not possessing the desirable quality of location in the city.

There has been one meeting of the Advisory Council and another is contemplated in the near future. At the meeting held there were present: Frederic A. Delano, Washington, D. C.; L. H. Bailey, Ithaca, N. Y.; F. L. Olmstead, Brookline, Mass.; Harlan P. Kelsey, Salem, Mass.; Dr. A. F. Woods, Dr. W. A. Taylor, Dr. F. V. Coville, Washington, D. C.; Robert Pyle, West Grove, Pa. There were discussed the following topics:

The Primary work of a National Arboretum.

The work of the Arboretum in relation to interested national organizations.

The correlation of the arboretum with the system of parks and roads of the District of Columbia and adjacent parks of Maryland.

The relation of the arboretum to experiments at Arlington and Smithsonian Institution, and otherwise in relation to agricultural experimentation.

And the type of organization best calculated to provide adequately for the wisest administration.

It will be remembered that the Mount Hamilton and Hickey Hill site proposed is within two miles of the Capitol, directly out Maryland Avenue, bounded on one side by Bladensburg Road to Baltimore and on the other side by the Anacostia River, which already contains an important bird sanctuary and provides great variety of soils in this 400 acre tract, well calculated for the variety of flora contemplated.

Radical Changes in Nursery Business Predicted

Both as to Planting Lists and Sales Methods

Twenty-six Nurseries were represented at the annual meeting of the Pennsylvania Nurserymen's Association in Trenton, N. J., Feb. 16, President William Doyle presiding. The first of the formal papers presented was that on "Synthetic Manure and Fertilizers" by Dr. Oswald Schreiner, U. S. D. A., Bureau of Soils. Attention to this subject has been directed in this journal. Dr. Schreiner said the process is an improvement on the old method used by gardeners in Europe, that of piling up layers of leaves or refuse and mixing with farmyard manure, the latter aiding the decomposition of the whole mass. In the new method the leaves or straw or other organic material is piled in layers about a foot deep and upon these layers is sprinkled ammonium sulphate and calcium carbonate in the proportion of 100 pounds to one ton of refuse material. A highly useful nitrogenous manure is thus produced at little cost.

Said Lester W. Needham of the Farr Nursery Co., discussing "Demand for Better

Class Nursery Stock": "I expect there will be radical changes in the Nursery business in the next few years, not only with respect to the planting lists, but also as to sales methods. The wise Nurseryman of today will keep careful track of his sales and constantly revise his growing plans so as to eliminate the non-paying items; he will let someone else worry about the Japanese beetle; he will support the national advertising campaign being planned by the A. A. N."

John H. Humphreys, reporting for the executive committee, said that while Prof. Hadley in the previous year had declared that the White Pine blister rust was confined for the most part to a few counties in Northwestern Pennsylvania, the Bureau of Plant Industry in Harrisburg had recently announced that the rust had been found in 37 counties. Mr. Humphreys said this statement was apparently based upon findings of school children and not from

(Continued on Page 126)

THERE'LL BE SNOWBALLING ON THE DENVER TRIP

Hundred Mile Mountain Tour of Extraordinary Interest To Feature the June Convention of the American Association of Nurserymen

SPECIAL TRAIN TO STOP OVER AT SHENANDOAH NURSERIES

Burlington Route Official for the Occasion—Cosmopolitan Hotel Headquarters—Western and Rocky Mountain Association Are Hosts—Big Attendance Expected

AT the convention of the Western Association of Nurserymen in Kansas City January 25-26, unusual interest and enthusiasm was shown regarding the convention of the American Association of Nurserymen in Denver next June 20, 21, 22.

This is significant inasmuch as the Western Association was instrumental in bringing the national meeting to Denver this year and for that reason will be looked upon as hosts.

Certainly the advance interest shown forecasts a great convention from the standpoint of attendance, program and entertainment.

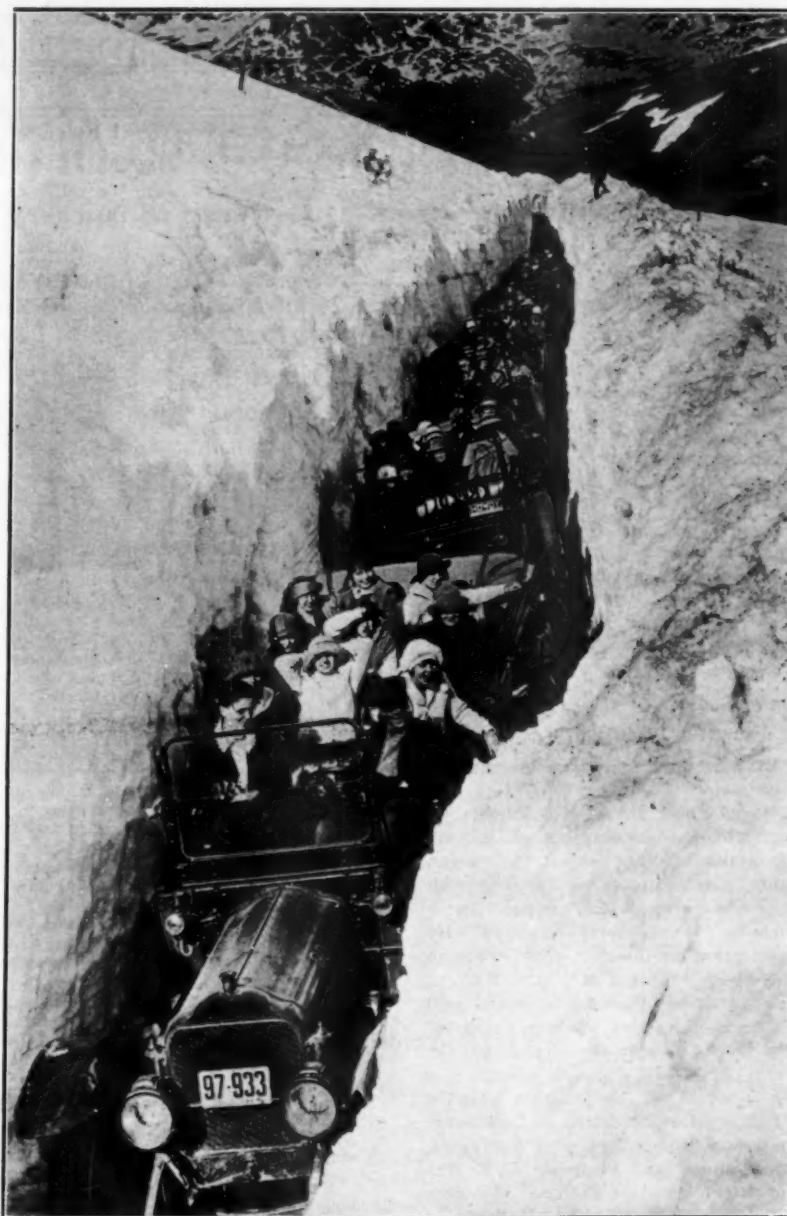
President Walter W. Hillenmeyer and four members of the committee on arrangements met in Kansas City to work out the arrangement details and this advance work, supported by a generous fund raised by the Western Association membership, assures one of the most interesting and successful national conventions in the history of the Association.

The Rocky Mountain Association of Nurserymen is working with the Western Association to put the convention over in a big way and is assuming a liberal portion of the entertainment work and expense. Carlisle Ferguson and John Roberts of Denver, members of the Rocky Mountain Association and of the national arrangements committee, made special trips to Kansas City to meet President Hillenmeyer, Lloyd Stark and the writer concerning Denver convention matters and this meeting served to crystallize definite plans and proposals.

The western Nurserymen as hosts are determined that all who make the Denver trip shall see the perpetual snow fields at, and above timber line, and fight it out with snowballs if they choose—and there will be plenty of snow in the high country in June.

This is typical of the ambition of the western men to make it worth your while to be on hand. All details of entertainment have not been worked out to a point where definite plans can be announced. However, the major entertainment feature has been agreed upon by the committee. This will be a one-hundred-mile automobile trip into the mountains west of Denver. This trip will start from the Hotel Cosmopolitan around 8 or 9 o'clock in the morning and proceed to the little city of Golden at the foot of Lookout Mountain. From here, and over one of the finest automobile roads in the state, the drive up Lookout Mountain will be made. On the summit is the grave of Col. Wm. F. Cody (Buffalo Bill), overlooking the mountain foothills and the great plains to the east. Leaving this point the road leads through the Genesee and Bergen Park areas and soon crosses Squaw Pass (Elev. 9300 ft.). Then ahead again and you are on the road ascending Mt. Evans (Elev. 14259 ft.). Due to snow conditions it may be impossible to drive beyond Echo Lake (Elev. 10600 ft.), but it is hoped that snow will not block the road at this point.

Tentative plans call for noon lunch at Echo Lake and the Denver boys assure us



SNOW TUNNEL—Crossing the Great Divide, Rocky Mountains
—Denver Tourist Bureau

that all will be ready for nourishment by the time this beautiful mountain lake is reached. (Echo Lake is 52½ miles from Denver). During this interesting automobile trip, six gigantic mountain peaks, each higher than 14,000 feet, are seen within a range of 150 miles. These peaks are Pike's Bierstadt, Gray's Torrey's and Long's. On the return trip, the drive is through spruce and pine woods and on to the little mountain resort settlement of Evergreen; thence down Bear Creek Canyon and finally out on the open road to Denver.

Other entertainment features are taking form and it is planned that the ladies of the convention and all members of the family shall be well taken care of. Theatre parties, drives through Washington Park,

City Park and other interesting places are being talked about. There are splendid golf courses in the city, botanical and zoological gardens, amusement parks including the nationally famous Elitch's Gardens with an acre of dance floor, more or less.

At least one special train for Nurserymen will originate in the East with Denver as its destination. From other sections of the country, special Pullmans will be chartered through to Denver. And the crowd is coming early—one special train is scheduled to arrive in Denver on Sunday, June 17th, three days in advance of the convention.

Hotel Cosmopolitan is headquarters in Denver. This is the newest and largest hotel in Colorado. But Denver entertains

approximately one hundred conventions a year and most hotels are crowded from early season until late; therefore, it is important that you make your hotel reservations as far in advance as possible, better still, reserve your rooms now.

It is expected that many will drive their own cars to Denver and for the information of such would advise that there is continuous pavement from the Atlantic seaboard to St. Marys, Kan. (100 miles west of Kansas City). Beyond the pavement you will find the fastest gravel and natural roads in the country. In making the western drive, pick up U. S. Highway No. 40 at St. Louis, or points west thereof and follow the markers to Denver.

Many Nurserymen have planned to bring their families to Denver and will combine a business and vacation trip. Certainly no place in the country offers more inducement in that connection than the Front Range country of the Rocky Mountains. After the convention you may tour this western playground section over the finest of all-weather roads. Such a plan should by all means include the famous Rocky Mountain National Park (Estes Park) because this is unquestionably the most picturesque region anywhere in the mountains between the Canadian Line and the Mexican border. This area is all "on edge" and is almost surrounded by snow-capped mountains and the great glaciers and snow fields can be seen in every direction. One may drive in and out of the park by any one of five different roads. From Estes Park many will drive over Fall River Pass to Grand Lake, the "highest yachting waters in the world." All of these places are available to the individual tourist with his own car, or in cars

of the Rocky Mountain Transportation Company. Full information concerning any of these trips, or trips into the Pike's Peak, Colorado Springs districts, may be secured now or later from the Denver Tourist Bureau. If you do not drive to Denver you may avail yourself of low, round trip summer rates on all railroads. But in any event, make your hotel reservations now, bring your overcoat and come to Denver. This will be one convention you cannot afford to miss.

W. S. GRIESA, Chairman,
Committee on Arrangements

Burlington Official Route

Editor American Nurseryman:

For the convention of the American Association of Nurserymen in Denver, June 20-22 inclusive, it gives us pleasure to advise that the executive committee of the association has selected the Burlington Railroad as the official route for special trains service to leave Chicago about 6:15 P. M. June 15, making a stopover of four or five hours at Shenandoah, Ia., and then continuing on to Denver.

Definite details as to schedule and other arrangements are now being worked out and as quickly as same are received we will advise.

New York City

W. S. DEWEY
General Agent

Denver Hotels—The new Cosmopolitan Hotel is the headquarters hotel for the American Association of Nurserymen's convention June 20-22. Other hotels are: Brown Palace, 350 rooms; Auditorium, 200 rooms; Albany, 300 rooms, O'Neill, 60 rooms; Adams, 150 rooms, and the Shirley-Savoy.

Hotel Headquarters

Editor American Nurseryman:

The headquarters hotel for the A. A. N. convention will be the Cosmopolitan, which was selected last June.

The main attraction for entertainment will be the automobile trip to Echo Lake and on up to Mount Evans if the road is open. This is the highest mountain road in the world, having an elevation of 14,330 feet, or 222 feet higher than Pikes Peak. It is doubtful, however, that we will be able to go beyond Echo Lake because the heavy winter snows that come at such high altitudes do not melt and permit traffic until well into July.

This trip, we believe to be the best one day trip that can possibly be selected out of Denver, as it gives one a variety of scenery that simply cannot be beaten. Nearly all of the Colorado native plants and trees can be seen on the roadsides. Among the most prominent are: Engelmann and Colorado Blue spruce; Douglas, Balsam and Concolor fir; Limber, Lodgepole, Jack and Western Yellow pine; Prostrate juniper and Colorado Silver juniper. There are a few more varieties of evergreens that could be mentioned but are not well enough known. Among the trees will be the Colorado hawthorn, aspen, numerous varieties of poplars, great groves of scrub oak and thousands of varieties of native shrubs and flowers.

If we go up to the top of Mt. Evans from Echo Lake, there will be a sight at timberline that no one can ever forget when one looks at the pines that are making their eternal struggle for existence, with their twisted and gnarled branches leaning from

(Continued on Page 126)

A Few Items of Lining Out Stock Which May Interest You

Our general lining out stock list No. 232, issued February 20th, will be sent upon request if you have not received a copy. Following stock is all in storage and can ship at once.

TREES

	Size	Price per 1000
BETULA alba, European White Birch	8-12"	\$50.00
CATALPA speciosa, Western Catalpa	12-18"	4.00
same	18-24"	5.00
same	2-3'	9.00
CERCIC canadensis, American Redbud	6-12"	10.00
CRATAEGUS monogyna, English Hawthorne	9-12"	22.50
FRAXINUS lanceolata (viridis), Green Ash	8-12"	4.00
same	12-18"	8.00
same	18-24"	12.50
same	2-3'	15.00
MORUS alba tatarica, Russian Mulberry	12-15"	4.50
same	18-24"	7.00
same	24-30"	10.00
PLATANUS occidentalis, American Planetree	6-12"	8.00
same	12-18"	17.50
same	1-2'	20.00
same	2-3'	30.00
PRUNUS americana, American Plum, No. 2	2-3'	9.00
same, No. 1	3-4'	11.00
QUERCUS rubra ambigua, Northern Red Oak	4-6"	15.00
same	6-10"	25.00
ROBINIA pseudoacacia, Common Locust	12-15"	4.00
same	18-24"	6.00
SALIX alba niobi, Nioba Weeping Willow	12-18"	15.00
same	18-24"	17.50
babylonica dolorosa, Wisconsin Weeping Willow	18-24"	10.00
same	2-3'	15.00
same	3-4'	20.00
discolor, Pussy Willow	8-12"	10.00
same	12-18"	12.50
same	18-24"	15.00
vitellina aurea, Russian Golden Willow	12-18"	8.00
same	18-24"	12.50
SORBUS aucuparia, European Mountain-ash	6-12"	12.50
TILLA americana, American Linden	6-10"	25.00
glabra	4-8"	25.00
same	8-15"	40.00
same	15-24"	50.00
ULMUS americana, American Elm	6-10"	2.50
same	2-3'	12.00

250 and up at the thousand rate. Less than 250 will be invoiced at thousand rate plus 10%. No order accepted for less than 50 plants of a kind. All plants tied 50 to the bundle and each bundle labeled. Packing extra at cost, otherwise f. o. b. Naperville.

Established
1866

NAPERVILLE,

NAPERVILLE NURSERIES

DuPage County,

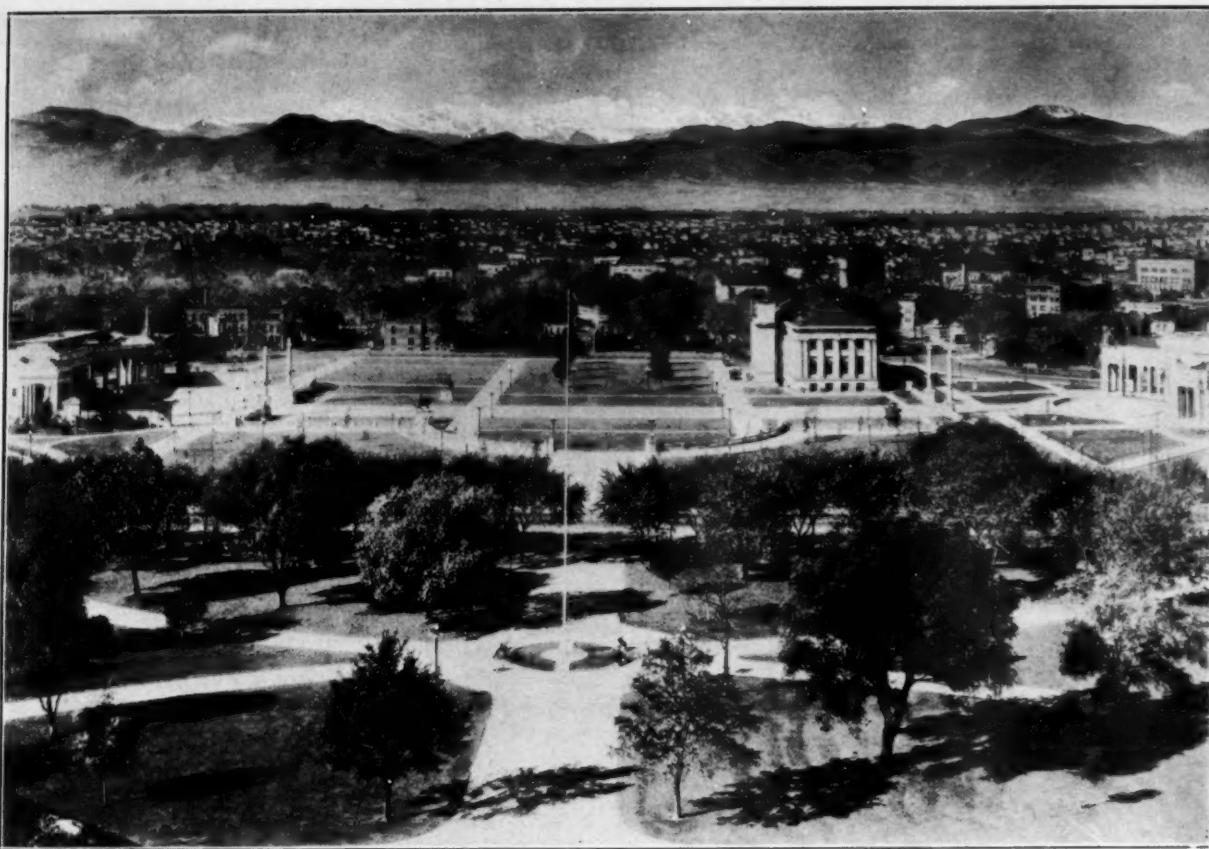
ILLINOIS

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Naperville 1

SHRUBS

	Size	Price per 1000
AMORPHA canescens, Leadplant	4-6"	15.00
fruticosa, Indigobush	12-18"	20.00
BERBERRIS thunbergi, Japanese Barberry	12-15"	20.00
same	15-18"	18.00
CARAGANA arborescens, Siberian Pea-tree	4-8"	5.00
CORNUS alba siberica, Coral Dogwood	18-24"	20.00
amomum (sericea) Silky Dogwood	15-18"	18.00
DEUTZIA lemoinei, Lemoine Deutzia	10-15"	25.00
FORSYTHIA intermedia, Border Forsythia	15-18"	20.00
fortunei, Fortune Forsythia	12-15"	20.00
HYDRANGEA arborescens grandiflora, Snowhill	8-12"	50.00
Hydrangea	15-20"	60.00
same	15-20"	15.00
LIGUSTRUM amurense, Amur Privet	(1 cane) 15-24"	20.00
same	(2 cane) 15-24"	12.50
acuminatum (ciliatum), Japanese Privet	12-15"	12.50
vulnare, European Privet	15-24"	12.50
LONICERA bella alba, White Bell Honeysuckle	18-24"	15.00
morrowi, Morrow Honeysuckle	15-24"	15.00
PHILADELPHUS coronarius flore pleno, Double Mock-orange	12-18"	20.00
gordonianus, Gordon Mockorange	15-20"	20.00
zeyheri Zeyher Mockorange	15-20"	20.00
PHYSOCARPUS opulifolius luteus, Goldenleaf Nine-bark	15-20"	15.00
PRUNUS besseyi, Bessey Cherry	8-12"	15.00
tomentosa, Nanking Cherry	9-12"	20.00
PTELEA trifoliata, Hoptree	8-12"	17.50
RHAMNUS cathartica, Common Buckthorn	4-6"	5.00
same	6-9"	7.00
same	9-12"	11.00
frangula, Glossy Buckthorn	6-10"	15.00
RHUS canadensis (aromatica), Fragrant Sumac	6-10"	22.00
SAMBUCUS pubens, Scarlet Elder	6-12"	16.00
SPIRAEA bumalda, Bumalda Spirea	6-12"	25.00
Anthony Waterer, Anthony Waterer Spirea	8-12"	30.00
freiburgi, Froebel Spirea	12-15"	20.00
williffl, Dark Pink Flowers	8-12"	40.00
douglasii, Douglas Spirea	12-18"	25.00
japonica ovalifolia (Callosa alba), White Japanese Spirea	6-12"	25.00
latifolia, (bethlehemensis), Pink Meadow Spirea	12-15"	20.00
thunbergi, Thunberg Spirea	8-12"	30.00
same	12-15"	40.00
SYMPHORICARPOS racemosus, Common Snowberry	12-18"	13.00
MYROBOLAN PLUM	No. 2 12-18"	10.00
same	No. 1 15-24"	15.00

SCENIC FEATURES OF THE A. A. N. CONVENTION TRIP



CIVIC CENTER, DENVER, COLORADO

Local Nurserymen and the Civic Authorities Have Joined to Welcome the Members of the American Association of Nurserymen at This Spot in the Week of June 17-23—A n Important Convention and a Red Letter Trip

—Denver Tourist Bureau



ECHO LAKE, COLORADO

To Be Seen in June on 100 Mile Automobile Tour Up Lookout Mountain Passing Six Gigantic Mountain Peaks More than 14,000 Feet in Height—And Beyond if Snow Drifts Permit

—Denver Tourist Bureau

For Consideration in Denver

At the January meeting of the executive committee of the American Association of Nurserymen in Chicago on January 17, the distribution committee, as announced in these columns, presented a most interesting and complete survey of the entire Nursery industry.

The distribution committee, after careful consideration, appointed the L. W. Ramsey Company, Davenport, Ia., to make this survey. This company gave the problem a great deal of thought and effort and presented a most illuminating and detailed presentation of all angles of our industry.

The facts brought out by the survey were so important that your committee feels that the information should be presented to the A. A. N. when it meets in convention in Denver.

It will be worthwhile for everyone to attend this convention and learn all the details and facts as brought out by the survey. One idea in this survey may be worth thousands of dollars to a Nurseryman. No Nurseryman can afford to let this information go by without carefully studying it, for it may materially affect his own business.

WHAT THE SURVEY COVERED

It will be interesting to outline here, in a general way, what the survey covered and then in later messages to you take up individual details. Before giving you an outline you should know that nothing contained in the survey is due to guesswork. Facts and figures alone were considered. The facts and figures were secured from the Government Census Bureau, the Department of Commerce, the state entomologists, from 2,000 questionnaires sent out to Nurserymen, by personal calls and interviews with Nurserymen selling all types of Nursery products in different sections of the United States. In addition to the above, home owners were interviewed and the planting material on their grounds was analyzed in six widely separated cities, viz: Taunton, Mass.; Greensboro, N. C.; Topeka, Kan.; Davenport, Ia.; Dayton, O.; Memphis, Tenn.

To begin with, the survey started with a discussion of the trend of the times. It showed the methods and activities of business in general. It showed how the buying habits of people have changed, how the automobile has affected distribution, how during the last ten years practically every business has had to change its old methods and adopt new ones to meet the changing interests and buying habits of the public.

STUDY OF THE INDUSTRY

The next general subject for discussion was a study of the industry. All angles of the industry were given careful consideration and analysis. In order to show you the scope of this part of the survey it will be enough to enumerate just some of the items covered:

The total retail sales volume was determined.

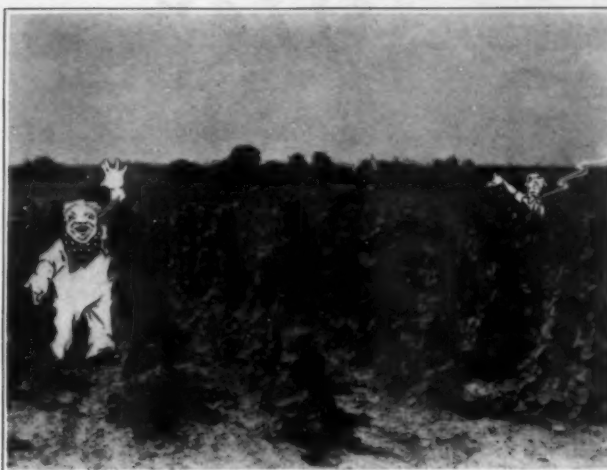
A study of the acreage today and ten years ago.

How the annual volume of Nursery sales is divided.

Under this last mentioned division the survey very clearly brought out the relative dollar and cents importance to the industry of fruits, small fruits, ornamental shrubs, roses, evergreens, ornamental trees, perennials, bulbs, etc.

Under the distribution system for Nursery products was given a complete study of the channels through which Nursery stock reaches the consumer. Under this general classification the importance of the wholesaler, the agency house, the catalogue house,

The Preferred Stock



ARISTOLOCHIA SIPHO (Dutchman's Pipe)
Lots of it at our Newark, N. Y. Nurseries

REMEMBER WHEN THIS USED TO BE SCARCE?

"Whoever said Dutchman's Pipe was hard to get?" asked Perk when he posed for the picture above.

And I'll admit it was Perk's foresight in propagating a big quantity that's responsible for the fine assortment we have today. All sizes—and at much lower prices than have applied for years.

3 yr. 4-5 ft. @ \$6.50 per 10, \$60.00 per 100

3 yr. 3-4 ft. @ \$5.00 per 10, \$50.00 per 100

2 yr. 2-3 ft. @ \$4.50 per 10, \$40.00 per 100

So you're safe in recommending this vigorous climber to your customers who want its dense foliage around porches, arbors and where shade is required. Safe on supply and safe on price. Explain how this plant starts growing in the spring from the point where it left off in the fall and how even the branch-tips resist "freezing back." You'll sell a lot of Dutchman's Pipe in connection with other climbing vines.

Get your order in now because even a big supply can be exhausted.

Our bulletins are going out every two weeks. Are you getting yours regularly?

Jack

Jackson & Perkins Company
Wholesale Only
Newark, New York.

the small Nursery, the Nursery with a landscape department, the small dealer, the department store, etc., were taken up.

In each classification the relative increase or decrease in sales for the last five years was also shown. The problems of each group were carefully discussed. Under the general classification of "A Study of the Nursery Industry" many facts and figures were brought out that should be carefully considered.

MARKET FOR NURSERY PRODUCTS

The next general classification in the survey consisted of a study of the existing market for Nursery products. The survey brought out the potential possibilities of the market. It showed the amount of stock to be found on well planted average-size lots. It also showed what was to be found on just average home grounds. The gathering together of these interesting facts was made in six widely separated cities in the United States.

The buying habits and motives of a potential customer for Nursery stock were also discussed. The market showed some unusual possibilities and when this matter is taken up at the convention in Denver or in

special articles to be printed in the future we want to suggest that you study them most carefully; for it will show you what your sales possibilities are and how to make the most of them.

It is impossible to give further information at this time due to the limited amount of space. When you consider that it takes three and one-half hours to read this report you will begin to realize that the whole thing cannot be covered easily. Your committees want you to know that the survey was an important move for the industry, and want to urge you to carefully read any material that might be sent to you in regard to it. They especially want to urge you to plan now to go to Denver to hear a more detailed discussion of it.

E. C. HILBORN, Chairman

One of the members of the executive committee said in Chicago: "If this survey is presented in Denver it will be the most important meeting ever held by Nurserymen." Make your plans now to attend the Denver meeting June 20-22. One idea in this survey may be worth thousands of dollars to you.—E. C. H.

Trade Offer

Little Tree Farms

FRAMINGHAM
CENTRE
MASSACHUSETTS

Best Quality "Little Tree" Grown Evergreens, Trees and Shrubs

The fine tops and big roots of the three or more times transplanted, balled and burlapped Evergreens will please your customers. They are our best Ornamental Stock. The lining out plants are exceptionally heavy,

stocky and well grown. *Ball of loam securely burlapped to roots is included in the price of all stock marked *B&B. When cash accompanies order there is no packing charge, otherwise packing is charged for at cost.



These beds show a small portion of the high quality Hemlocks we grow.

Note the use of Little Tree Farm special lath screens. They are made by us for the trade 4 feet wide, any length desired, with any spacing between the lath. Easy to handle, last for years.

Come and See Them!

EVERGREENS

Little Tree Farms has long specialized in growing the finest Arborvitae. From their magnificent roots to their shapely, full-foliated tops, they are fitted for absolute success. Use the larger sizes for immediate results, the smaller sizes for lining out. Several carloads of these Arborvitae were recently sold to a visiting nurseryman, who enthusiastically remarked: "These are the finest Arborvitae I have ever seen in this country."

BALSAM FIR (Northern Seed)

Nice, stocky plants, well rooted.

Quan.	Quality	Size	Each	10	100	1000
1,000	x	8 to 12"	\$2.00	\$15.00	\$125.00	
3,000	x	3 to 6"		8.00	70.00	
5,000	Seedlings	2 to 3"		3.00	25.00	

WHITE FIR (Concolor) (Colorado Seed)

Heavy tops and roots, fine quality.

Quan.	Quality	Size	Each	10	100	1000
150	xxx	*B&B 3 to 4"	\$5.50	\$55.00	\$500.00	
200	xxx	*B&B 2 to 3"	5.00	45.00	400.00	

Quan.	Quality	Size	Each	10	100	1000
2,000	xx	4 to 6"	\$2.50	\$20.00	\$150.00	
5,000	x	3 to 5"		10.00	75.00	
10,000	Seedlings	3 to 4"		3.00	25.00	

Our Colorado Spruces are vigorous, full foliaged, shapely specimens like this. They'll surely please your customers.

BLUE COLORADO SPRUCE

Beautiful specimens of silvery blue color and well foliated. Heavy roots.

Quan.	Quality	Size	Each	10	100	1000
25	xxx	*B&B 6 to 7"	\$20.00	\$190.00		
50	xxx	*B&B 5 to 6"	17.00	160.00		
50	xxx	*B&B 4 to 5"	13.00	120.00		
50	xxx	*B&B 3 to 4"	10.00	95.00		
50	xxx	*B&B 2 to 3"	8.00	75.00		

RED CEDAR (Northern Seed)

Recently transplanted, big roots. Frequently sheared, dense, rich colored foliage, best quality.

Quan.	Quality	Size	Each	10	100	1000
20	xxx	*B&B 8 to 10"	\$15.00	\$140.00		
50	xxx	*B&B 7 to 8"	11.00	100.00		
50	xxx	*B&B 6 to 7"	8.00	70.00		

Little Tree Farms are the largest growers of Douglas Fir. No better quality is produced. All grown from hardy Rocky Mountain seed.



AMERICAN ARBORVITAE
7 to 8 feet
\$7.50 each
in lots of
fifty or more



COLORADO SPRUCE
5 to 6 feet
Only \$7.00 each
in lots of
5 or more.



DOUGLAS FIR
4 to 5 ft.

By the
hundred,
\$3.50 each

AMERICAN ARBORVITAE (Northern Seed)

Unusually dense, beautiful tops which have been frequently pruned and sheared. Recently transplanted, they have large masses of roots.

Quan.	Quality	Size	Each	10	100	1000
300	xxx	*B&B 7 to 8"	\$8.50	\$80.00	\$750.00	
100	xxx	*B&B 6 to 7"	7.00	60.00	550.00	
200	xxx	*B&B 5 to 6"	5.00	45.00	400.00	
200	xxx	*B&B 4 to 5"	4.00	35.00	300.00	
200	xxx	*B&B 3 to 4"	3.00	25.00	225.00	

Quan.	Quality	Size	Each	10	100	1000
5,000	xx	8 to 12"	\$2.00	\$15.00	\$125.00	
5,000	xx	4 to 8"	1.50	10.00	90.00	
5,000	x	8 to 12"		8.00	65.00	
5,000	x	4 to 8"		6.00	50.00	
10,000	Seedlings	6 to 8"		4.00	30.00	
40,000	Seedlings	3 to 6"		3.00	20.00	

COLORADO SPRUCE (Blue Spruce Seed)

Dense foliated, shapely specimens, well rooted. Our Colorado Spruces are grown from seed of hardy trees of high, cold regions of the Rocky Mountains. The color ranges from clear green to bluish green. Stock is perfect in all its variations. Conical in form, the full foliated branches extend to the ground. Magnificent in health, vigor and endurance.

Quan.	Quality	Size	Each	10	100	1000
20	xxx	*B&B 8 to 10"	\$12.00	\$110.00		
25	xxx	*B&B 6 to 7"	10.00	90.00		
50	xxx	*B&B 5 to 6"	8.00	70.00		
50	xxx	*B&B 4 to 5"	6.00	50.00	\$450.00	
50	xxx	*B&B 3 to 4"	4.50	40.00	350.00	
100	xxx	*B&B 2 to 3"	3.50	30.00	275.00	

Quan.	Quality	Size	Each	10	100	1000
2,000	x	8 to 12"	\$2.50	\$20.00	\$150.00	
5,000	x	8 to 8"	2.00	15.00	100.00	
5,000	x	4 to 6"		10.00	80.00	
50,000	Seedlings	2 to 4"		3.00	20.00	

DOUGLAS FIR

Good tops, big roots. None better. For all ornamental purposes use the large size *B&B plants pictured above. They are strong, splendid plants—sure to give satisfaction. For lining out purposes the smaller grades will please you, they're well rooted and have nice tops. Very reasonably priced.

Quan.	Quality	Size	Each	10	100	1000
50	xxx	*B&B 5 to 6"	\$7.00	\$65.00	\$600.00	
200	xxx	*B&B 4 to 5"	5.00	40.00	350.00	
400	xxx	*B&B 3 to 4"	4.00	30.00	250.00	
200	xxx	*B&B 2 to 3"	3.00	25.00	200.00	

Quan.	Quality	Size	Each	10	100	1000
2,000	xx	8 to 12"	\$3.00	\$25.00	\$200.00	
2,000	x	12 to 15"	2.50	20.00	150.00	
20,000	x	8 to 12"	2.00	15.00	100.00	
50,000	x	6 to 8"		10.00	75.00	
75,000	Seedlings	3 to 6"		2.50	15.00	

Each x indicates one transplanting. B&B signifies balled and burlapped.



NORWAY SPRUCE
twice transplanted,
18 to 24 inches,
20c each in 100
lots.



WHITE SPRUCE,
twice transplanted,
12 to 18 inches,
30c each in lots of
500.



WHITE SPRUCE is one
of our big specialties.
Their healthy bluish foli-
age and their fine big
roots sells them at sight.
Sizes 12 to 18 inches, 30c
each in 500 lots.

If your customers want an ever-
green that will grow almost any-
where buy these big-rooted
healthy Scotch Pines. Size 12 to
8 inches cost only 15c each (in
100 lots).

Our Norway Spruce are unusually
good. The very low prices below
are irresistible.

SCOTCH PINE

Rugged, full foliaged plants. Strong roots.

Quan.	Quality	Size	Each	10	100
50 XXX	"B&B 4 to 5'	5'	\$4.00	\$35.00	\$300.00
200 XXX	"B&B 3 to 4'	4'	3.00	25.00	200.00
200 XXX	"B&B 2 to 3'	3'	2.00	15.00	125.00
200 XXX	"B&B 18 to 24"	18"	1.50	10.00	90.00

Quan.	Quality	Size	10	100	1000
500 XX	18 to 24"	24"	\$5.00	\$40.00	\$300.00
3,000 X	12 to 18"	18"	2.00	15.00	125.00
5,000 X	8 to 12"	12"	1.50	10.00	75.00
10,000 X	4 to 8"	8"	1.00	6.00	50.00
15,000 Seedlings	8 to 12"	12"	3.00	20.00	
15,000 Seedlings	6 to 8"	8"	2.00	15.00	
100,000 Seedlings	3 to 6"	6"	2.00	10.00	

RED or NORWAY PINE (Northern Seed)

Big, fine stock with heavy roots.

100 XXX	"B&B 8 to 9'	9'	\$8.00	\$70.00	\$650.00
200 XXX	"B&B 7 to 8'	8'	7.00	60.00	550.00
100 XXX	"B&B 6 to 7'	7'	6.00	50.00	450.00
50 XXX	"B&B 5 to 6'	6'	5.00	45.00	400.00

Quan.	Quality	Size	10	100	1000
5,000 XX	4 to 6"	6"	\$1.00	\$6.00	\$50.00
10,000 X	3 to 6"	6"	4.00	35.00	
80,000 Seedlings	2 to 4"	4"	2.00	15.00	

AUSTRIAN PINE

Very stocky plants, good tops and roots.

Quan.	Quality	Size	10	100	1000
5,000 X	4 to 6"	6"	\$1.00	\$6.00	\$50.00
30,000 Seedlings	3 to 5"	5"	3.00	20.00	



WHITE PINE
8 to 10
feet.

In quantities
of 50 or
more.



CANADA HEMLOCK

twice transpl.
1 1/2 to 2 feet
only, 80c ea.
in 500 lots.



CANADA HEMLOCK
2 to 3 feet,
\$2.50 each
per 100.

CANADA HEMLOCK

Unusually bushy, recently transplanted heavy-
rooted stock. These Hemlocks are grown in our
nurseries from hardy northern seed. Whether small
or large, they are surely the finest quality to be
had.

Quan.	Quality	Size	Each	10	100
2,000 XXX	"B&B 18 to 24"	24"	2.25	20.00	175.00
1,000 XXX	"B&B 2 to 3'	3'	\$3.00	\$27.00	\$250.00
2,000 XXX	"B&B 12 to 18"	18"	1.50	12.50	100.00

Quan.	Quality	Size	10	100	1000
2,000 XX	18 to 24"	24"	\$12.00	\$100.00	\$800.00
2,000 XX	12 to 18"	18"	9.00	60.00	500.00
2,000 XX	8 to 12"	12"	5.00	35.00	300.00
5,000 X	8 to 12"	12"	20.00	150.00	
5,000 X	4 to 8"	8"	15.00	120.00	

WHITE PINE (Shipped in New England only)

Finest that can be grown. Genuine ornamentals.
These heavy rooted, full foliaged White Pines
(Pruned and sheared in growth) are long needed
and of fine color; sure to please your customers.

Quan.	Quality	Size	Each	10	100
50 XXXXX	"B&B 10 to 12'	12'	\$11.00	\$95.00	\$900.00
150 XXXXX	"B&B 8 to 10'	10'	8.50	75.00	700.00
100 XXXXX	"B&B 6 to 8'	8'	6.00	50.00	450.00
500 XXXXX	"B&B 5 to 6'	6'	5.00	40.00	300.00
2,000 XXXXX	"B&B 3 to 4'	4'	3.00	20.00	150.00
2,000 XXXXX	"B&B 4 to 5'	5'	4.00	30.00	200.00

Quan.	Quality	Size	10	100	1000
5,000 X	18 to 24"	24"	\$1.80	\$12.00	\$100.00
10,000 X	12 to 18"	18"	1.40	9.00	75.00
10,000 X	8 to 12"	12"	1.00	6.00	40.00



WHITE SPRUCE

The best quality, have been top pruned and re-
peatedly sheared, making them dense and shapely.
Also recently transplanted. Splendid values in lin-
ing out sizes. See picture above.

Quan.	Quality	Size	Each	10	100
100 XXX	"B&B 4 to 5'	5'	\$4.50	\$40.00	\$350.00
300 XXX	"B&B 3 to 4'	4'	3.50	30.00	275.00
300 XXX	"B&B 2 to 3'	3'	2.50	22.00	200.00

Quan.	Quality	Size	10	100	1000
3,000 XX	12 to 18"	18"	\$5.00	\$40.00	\$300.00
5,000 XX	8 to 12"	12"	3.50	25.00	175.00
5,000 XX	4 to 8"	8"	2.50	15.00	100.00
3,000 X	12 to 18"	18"	15.00	125.00	
10,000 X	8 to 12"	12"	10.00	75.00	
10,000 X	4 to 8"	8"	6.00	50.00	
3,000 Seedlings	6 to 8"	8"	3.00	20.00	
10,000 Seedlings	3 to 6"	6"	2.50	15.00	

DECIDUOUS TREES

Splendid stock, straight stems and good roots.
Good stock at very low prices.

SILVER MAPLE

Quan.	Quality	Size	Each	10	100
50 XXX	14 to 16'	16'	\$3.00	\$25.00	\$200.00
100 XXX	12 to 14'	14'	2.00	16.00	150.00
50 XXX	10 to 12'	12'	1.50	12.50	100.00
100 XXX	8 to 10'	10'	1.25	10.00	75.00

NORWAY MAPLE

Grown from native seed. Stocky and well rooted.

Quan.	Quality	Size	100	1000
3,000 Seedlings	3 to 6"	6"	\$3.00	\$25.00
10,000 Seedlings	2 to 4"	4"	2.50	20.00

RED MAPLE

Grown from native seed. Nice tops, well rooted.

Quan.	Quality	Size	100	1000
20,000 Seedlings	12 to 18"	18"	\$4.00	\$35.00
5,000 Seedlings	8 to 12"	12"	3.00	25.00

SUGAR MAPLE

Grown from native seed. Stocky and well rooted.

Quan.	Quality	Size	100	1000
10,000 Seedlings	12 to 18"	18"	\$4.00	\$35.00
3,000 Seedlings	8 to 12"	12"	3.00	25.00

EUROPEAN WHITE BIRCH

Nice tops and roots.

Quan.	Quality	Size	100	1000
3,000 Seedlings	8 to 12"	12"	\$5.00	\$40.00

WHITE ASH

Straight, clean, good caliper stock. Masses of
roots.

Quan.	Quality	Size	Each	10	100
200 XXX	14 to 16'	16'	\$2.50	\$20.00	\$175.00
200 XXX	12 to 14'	14'	2.00	15.00	125.00
300 XXX	10 to 12'	12'	1.50	12.50	100.00
400 XXX	8 to 10'	10'	1.25	10.00	75.00
500 XXX	6 to 8'	8'	1.00	7.50	60.00

WHITE OAK

Splendid stock, scarce, stocky tops and good
roots.

Quan.	Quality	Size	100	1000
3,000 X	4 to 8"	8"	\$7.00	\$60.00
4,000 Seedlings	8 to 12"	12"	4.00	35.00
5,000 Seedlings	6 to 8"	8"	3.00	25.00

SCARLET OAK

Nicely grown, well rooted.

Quan.	Quality	Size	100	1000
2,000 Seedlings	4 to 8"	8"	\$4.00	\$30.00

RED OAK

Thrifty, good caliper and well rooted.

Quan.	Quality	Size	Each	10	100
500 XXX	6 to 8'	8'	\$1.50	\$12.50	\$100.00
1,000 XXX	4 to 6'	6'	1.10	9.00	75.00

FLOWERING SHRUBS

All Heavy-rooted, Bushy Stock

GRAY DOGWOOD

Fine quality with heavy tops and roots.

Quan.	Quality	Size	10	100
1,000 XX	3 to 4'	4'	\$2.00	\$15.00
300 XX	2 to 3'	3'	1.50	10.00

VINES

VIRGINIA CREEPER

Remarkably strong, healthy stock that has been
transplanted frequently.

Quan.	Quality	Size	10	100
500 XX	Heavy, 6-year-old	6'	\$15.00	\$120.00

TERMS: Cash with order, in which case there
is no packing charge. Half cash and balance C.O.D.
(packing charged for at cost). Approved credit
references 30 days net (packing charged for at
cost). All prices f. o. b. Framingham, Mass.

"B&B"—Ball of loam securely burlapped to roots
is included in the price of all stock marked "B&B".
Each x indicates one transplanting.

We sell 5 to 50 plants of the same species, grade
and size at the 10 rate; 50 to 500 plants at 100
rate; 500 or more at 1000 rate.

Little Tree
Farms

FRAMINGHAM CENTRE
MASSACHUSETTS

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., MARCH 1, 1928

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

The Mirror of the Trade

THE NEW COMPETITION

The most important address of the mid-winter Nursery trade convention season was that by Chairman E. C. Hilborn of the distribution committee of the American Association of Nurserymen. This appeared on page 55 of the Feb. 1 issue of the American Nurseryman and was the first presentation thereof in type to the American Nursery trade.

It is the keynote of the nation-wide publicity campaign which, it is planned, will follow the illuminating Nursery Trade Survey now in progress. What Chairman Hilborn said in that address will be in the minds of Nurserymen throughout the country at every turn during the next few years at least, for they cannot escape it—nor will they want to.

BIG BUSINESS FOR NURSERY TRADE IN GENERAL AND MORE BUSINESS FOR INDIVIDUAL NURSERYMEN THROUGH GREATER DISTRIBUTION NECESSITATING GREATER PRODUCTION BY REASON OF INTENSIFIED NATION-WIDE DESIRE may well be the tenor of the slogan in the trade from now on.

The progressive, up-to-date Nurseryman will be found to be the one who comprehends what Chairman Hilborn said in this address. He will be found to be wide awake to opportunity—to necessity, indeed! He will be making good five years from now as never before.

Reader, are you in this class?

Bearing directly upon the subject of Chairman Hilborn's timely address is the following high-finance outlook:

O. H. Cheney, vice-president American Exchange Irving Trust Company, New York City, in an article in a recent number of Nation's Business, entitled "The Answer to the New Competition," says the most important thing to mention concerning the New Competition is that it is a competition between groups; individual effort and initiative are valuable now just in proportion as they are vitally connected with "group action."

"There are no easy ways of meeting the new competition," he says. "Trade associations are the most vital single factors in safeguarding the prosperity of an industry and of each business in it, through the strife of the new competition, but every member of an association must work ceaselessly for and with his fellow-members. Research, advertising, standardization, merchandising education—all these and other co-operative activities—are essential and powerful weapons for any industry in facing the 'new competition'."

In High Gear in Virginia

Editor American Nurseryman:

Business is in high gear with us. We commenced digging on February 17 and we look for a record-breaker with a long planting season. We are prepared to give service and will transplant Nursery stock from our curing house all summer, B and B.

There is going to be enough business for all. We are going to have to go after it, or we will be holding nail kegs down talking hard times.

E. W. JONES NURSERY CO.
Woodlawn, Va.

Cutting Down Business

"A type of sales resistance has developed which is cutting down your and my business, resulting from insistent demands for the radio, the frigidaire, the automobile, etc. Such extensive demand for the buyer's dollar makes him put off purchasing Nursery stock. We are without a systematic plan for creating and maintaining our business. When your buyer opens his magazine he is confronted with attractive advertisements of carbonated beverages, Hawaiian pineapple, the campaigns of the raisin industry, motor oil manufacturers, the florists (who plan to double their output in four years), the cranberry association, walnut growers, brick manufacturers association, Japan tea importers, candy makers, concrete, timber and laundry concerns, etc. Why does the laundry do the family washing for thousands in spite of the washing machine? These advertising campaigns are not attempting to sell; they are CREATING WANTS."—Chairman E. C. Hilborn, Distribution Committee, A. A. N.

Too Many Are Uninformed

Some years ago the U. S. pomologist, Prof. Brackett, in Washington gave a luncheon to his pupils, Dr. Hansen, Dr. Waite and W. P. Stark. Dr. Hansen said it was his ambition to secure and create trees and plants that would thrive as near the Arctic Circle as man cared to live.

Hansen has made seven trips seeking new materials, fruits, such as pears not only hardy but blight-resistant, alfalfa, etc., chiefly from Siberia and Mongolia. Dr. Waite said at that time that Dr. Hansen had ten times the collection of Mr. Burbank—since then vastly increased. However, Dr. Hansen creates and finds his varieties; and, as Dr. Hedrick said, the question is one of distribution. Dr. Hansen says the work needs the co-operation of a millionaire.

On the occasion of a recent visit to Dr. Hansen Mr. Stark said: "The more I go over the northern and western regions, the more I realize that too many of our Nurserymen are uninformed. Think of baby apple trees bearing the second year! That is what Dr. Hansen has."

Selling Same Old Styles

To show the surprising extent to which other industries have jumped, Chairman E. C. Hilborn, distribution committee, A. A. N., in his Chicago address, exhibited a chart which showed the annual turnover to be in the cases named:

Oil and gas	.....\$2,000,000,000
Confectionery	.....1,000,000,000
Tube and tire	.....800,000,000
Laundries	.....500,000,000
Carbonated beverages	.....400,000,000
Radio	.....350,000,000
Beauty shops	.....250,000,000
Florists	.....200,000,000
Nurserymen	.....80,000,000

The housewife spends \$3.50 in the beauty shop for every dollar she spends on her yard. She pays \$9 for a pair of patent leather pumps which are continually changing in style. Yet the Nurseryman is still selling the same old styles he sold years ago.

Important Propagating Plans for Nursery Interests

Referring to the plans for new equipment for Arnold Arboretum, as announced in the last issue of this journal, Prof. Ames says:

"A most important part of the arboretum's work—hybridization and the study of the living conditions and diseases of plants with a view to improving their inherent qualities—has never been attempted before, because the necessary facilities were lacking. Up to now its main work has been the assembling of woody plants and trees from all parts of the world, identifying, classifying, propagating them and exchanging them with other arboreta and Nurseries, and building up a matchless library and an outstanding herbarium. For lack of funds the arboretum has thus been limping along on one leg, although limping very efficiently because of Professor Sargent's able direction; no one realized better than he the importance of establishing and developing these other branches of the work as he pointed out in his report of 'The Arboretum's First Fifty Years.'

"The assembling of rare species and varieties of plants will be continued, of course, so that the arboretum may remain in the forefront of gardens of its type. It is expected that Dr. Joseph F. Rock, who has returned to China and is conducting explorations for the National Geographical Society, will again serve the arboretum, and will classify many of the plants which he sent us from Kansu and Tibet. This spring, Professor J. G. Jack and Alfred Rehder of the arboretum staff will be collecting new plants at the Harvard Botanical and Zoological Station at Soledad, Cuba.

"The Arboretum is looking eagerly toward Spanish Honduras, at present, as very little is known of its plant life because it is a difficult country for the white man to explore. It is hoped to send an expedition there in the near future, as anything found there would be exceedingly valuable from a botanical point of view.

"In co-operation with the University of California an expedition will be sent this year to New Guinea. It is also proposed to

send a French botanist to explore the island of Madagascar, where there is a very interesting flora very few specimens of which have been brought to the United States.

"J. E. Palmer, of the arboretum staff, will probably go to the southern part of Texas, near the Mexican border to add to his findings from the botanically little known Davis Mountains."

During Professor Sargent's lifetime he

was able through his own efforts to secure sufficient funds to meet current expenses. Since his death the Charles Sprague Sargent Memorial Committee has been trying to raise a million dollar endowment fund to carry on the work as he outlined it. About \$765,000 has been contributed to date and \$235,000 is needed. Contributions of whatever size, should be sent to the Treasurer, Harvard University, to Henry S. Hunnewell, The Cedars, Wellesley, Mass., or to William C. Endicott, 71 Ames Building, Boston. Payments on contributions may extend over a period of five years.

Hoopes Bro. & Thomas Co. Three Quarters Century Old

Attention was directed in the last issue of this journal to the 75th anniversary this year of the founding in 1853 by Josiah Hoopes of the house of Hoopes Bro. & Thomas Co., West Chester, Pa., internationally known Nurserymen. In connection with present activity and progressiveness of this concern of three-quarters of a century standing, a representative of the company said:

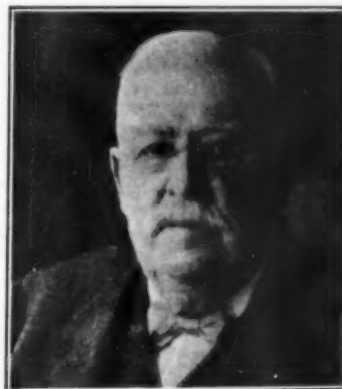
Nothing is more important in planting Nursery stock than the question of quality and purity. Our propagation work is done by experienced men, many of whom have served a life-time in our Nurseries. The character of our soil encourages the growth of fibrous roots, a vital factor in the successful transplanting of Nursery stock. Every detail of digging, packing and shipping is handled by a careful system, perfected through our many years of experience. The great packing-houses, covering more than one and one-half acres of ground, provide ideal conditions for packing entirely under shelter. As many inexperienced or temporary growers are now offering stock, it will pay to investigate thoroughly before making a purchase. Our constant effort to maintain quality and assure the best has made and maintained the enviable reputation of this company. Although venerable in age, it has never been younger or more vigorous in progressive endeavor than now. We are constantly developing newer or better varieties, as evidenced by the introduction of our Climbing American Beauty, Christine Wright and Purity roses; the Polly apple; Marshall's Early and L'Thorn Miller peaches.

A new idea, developed in recent years, was the building of a force of able and efficient salesmen, direct representatives of the company. These men are not the "tree agents" of undesirable reputation, but men of ability and standing, carefully selected, proud of their work, of the goods they sell, of the customers who welcome them year after year.

Wilmer Worthington Hoopes is president and treasurer of the company; Charles E. Cattell vice-president and secretary.

It is of interest to note that Mr. Hoopes last month was elected president of the National Bank of Chester County of which he has been a director for several years. He is one of the best-known and most esteemed

business men of the county, says the West Chester News. During his connection with the institution, he has watched its steady growth, and at the present time is engaged



ABNER HOOPES

in the construction of a banking house which will, when completed, be elaborate in every detail, providing plenty of room in which to conduct modern banking methods as are in vogue today.

Mr. Hoopes, who is a son of the late Abner Hoopes, was born and reared in West Chester. He is directing head of the well-known firm that bears as a part his forefathers' name. The family is one of the best-known in the borough, and his elevation to the presidency places another responsibility upon him that he is well capable of having.

His maternal grandfather, Dr. Wilmer Worthington, was a famous physician and educator, and in the year 1866 served as president of the State Senate of Pennsylvania, having served previously in that house and the lower one in Harrisburg. For a number of years he was a director in the bank in which the grandson is now president.



The Office and Entrance Grounds at West Chester

Boys and Girls Plant 500,000 Seedlings

Ithaca, N. Y., Feb 10—Five hundred 4-H club boys and girls, enrolled in forestry projects in New York state, last year planted half a million forest trees, according to a summary of 4-H forestry achievements just issued by the forestry department at Cornell University here. A total of 568 boys and girls entered the project and 490 of them completed it to the extent of presenting written reports. More than 500, however, planted trees in blocks of 1,000 or about an acre each. The average stand at the end of the growing season was 82.2%. The average stand at the end of the first year in forest plantations in New York is 80% to 85%.

American Peony Society has elected: President Harry F. Little, Baldwinsville, N. Y.; vice-pres., Prof. A. P. Saunders, Clinton, N. Y.; secy., W. F. Christman, Robbinsdale, Minn.

VALUABLE REPRINTS

Of Articles Appearing in the Columns of the "American Nurseryman."

PRICE 10 CENTS EACH

"Sales Management and Business"—The star address of the Midwinter Convention Season—By H. N. Tolles, Chicago.

Heavy Losses Follow Late Stratification of Plum and Cherry Seeds—By C. F. Swingle, Junior Pomologist, U. S. D. A.

Pleasant Fields of Personal Work With Plants; Craftsmanship vs. Standardization—By Dr. L. H. Bailey, Noted Horticulturist.

How to Make Salesman Out of Raw Material—By E. H. Smith, Vice-Pres. Harrison Nursery Co., York, Neb.

POLICEMAN OPENS EASTERN NURSERYMEN'S CONVENTION

But Discussion of Trade Topics Proceeds Uninterruptedly

DIFFERENT methods were employed by the arrangements committees of two of the largest district associations of Nurserymen in preparation for what might develop at the annual conventions thereof. A minister opened the convention of the Illinois association. In the case of the Eastern Nurserymen's Association, it was thought wise to have the chief of the New Jersey State Police, Col. Schwartzkopf, make the opening address. Neither in Chicago nor in Trenton, N. J., was there any untoward development in the proceedings to justify misgivings that may have been entertained. Nor was evident the significance of having the chief of the New Jersey police immediately precede the lecture by Adolph Muller at the Trenton gathering. There was, however, a veiled insinuation in Col. Schwartzkopf's solicitation of the co-operation of the Nurserymen in keeping the peace! So far as we are aware this is the first recorded instance of this convention precaution within the trade. Something of a near-alarm was occasioned at the Cleveland convention of the A. A. N. last June when the city manager in his address announced with a stern look that, while the mayor had the disposal of the keys to the city, he himself held the custody of the keys to the jail.

After the colonel had concluded his business with the Nurserymen, Mr. Muller's entertaining lecture on "A Trip to the Northwest," illustrated with motion pictures taken by himself, put all present again at their ease.

On the morning of Feb. 17 President P. M. Koster in his address cited practical topics of special interest to the members. He intimated that it would be necessary to lay plans for living with the Japanese beetle, making the best of circumstances, in co-operation with government measures. He urged renewed efforts at wider distribution of Nursery products and greater and still greater care in the matter of quality produced. That Mr. Koster has been studying the preliminary announcements regarding the Nursery Trade Survey by the American Association of Nurserymen was evidenced

the A. A. N., on the National Nursery Trade Survey which is in progress by the L. W. Ramsey Co., Davenport, Ia. The report originally made by Chairman E. C. Hilborn, of the distribution committee, appeared in the Feb. 1 issue of the *American Nurseryman*.

An added feature presented by Mr. Flemer was the following comparison of citation of

ACRES IN NURSERY STOCK

	1909	1919	1926-7
	U. S. Census	U. S. Census	Ramsey Survey
United States.....	80,160	51,453	105,280
Connecticut	707	540	2,000
Pennsylvania	2,800	2,700	4,800
New York.....	8,680	5,288	12,000
New Jersey.....	2,167	3,337	3,337

E. L. D. Seymour, secretary of United Horticulture outlined the purposes of this organization, which have been given in this journal. Robert Pyle and President Koster also spoke on the subject.

"Commercial Arbitration" was the subject of an address by Charles Bernheimer of the New York Chamber of Commerce. The advantages of arbitration as against court action are being daily experienced by the members of the American Association of Nurserymen which has long extended to its membership this proved way of disposing of differences in a majority of cases.

Under the subject of free distribution of trees by forestry departments for ornamental purposes, it was urged that Nurserymen report specific cases which the associations can cite to the authorities in proof of the justice of the Nurserymen's protests.

Officers were elected as follows: President, William Flemer, Princeton Nurseries, Princeton, N. J.; vice-president, J. H. Humphries, Andorra Nurseries; secretary, Fred H. Worsinger, Jr., Tacony, Philadelphia, Pa.; treasurer, Albert F. Meehan, Thomas Meehan Co., Dresher, Pa.; member of executive committee, H. T. Moon, L. W. Needham.

ALABAMA NURSERYMEN'S ASSOCIATION

Dr. F. T. Nye, Irvington, Secretary

Plans for entertaining the Alabama Nurserymen's Association in annual convention in Mobile in May were discussed last month by members of the South Alabama Nurserymen's Association at a meeting in Mobile. Tom Dodd, Semmes, Ala., is president of both the state and the local associations; W. H. Pollock, Irvington, is secretary of the latter.

The Mobile Register last month said:

There are some very fine Nurseries in this part of the state; but there is room for others, for we still send out of the state for a large number of things we ought to produce in the state. Nurserymen, acting through their associations, can help to keep a large amount of money in Alabama. There is no better part of Alabama for Nurseries than may be found in these counties of South Alabama. There are not many things that cannot be successfully and profitably grown in this part of the state. When Nurserymen from other parts of the state come to Mobile in the spring they will have a chance to see what is being done here, what the opportunities are for further expansion, and thus the visit may be as helpful to them as it will be welcome to citizens of this city and county.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.



WILLIAM FLEMER, Princeton, N. J.
President Eastern Assn. of Nurserymen

by his stressing the need of statistics of the trade along the lines of those gathered for other trades. He praised the work of the New Jersey pathologist, Dr. White, and congratulated L. C. Bobbink as the recipient of the Jackson Dawson medal.

It had been hoped that Chairman C. L. Marlatt, of the Federal Horticulture Board, would address the association. In the absence of Dr. Marlatt, the work of the board, and especially that relating to Japanese beetle control, was discussed by S. B. Fracker of the board. It is becoming increasingly possible, he said, to keep the pest under control in Nurseries and at reasonable cost. The co-operation of Nurserymen is appreciated. Mr. Fracker gave assurance that suggestions will be welcomed and that it is the desire of the board to work with Nurserymen.

Treasurer's report showed receipts of \$1041.74, expenditures \$806.64, balance on hand \$235.10.

William Flemer, of the executive committee of the A. A. N. presented the preliminary report of the committee on distribution, of

Old Timer Says—"One of the old-time agency plants admits selling the back numbers because customers ask for them. Agents sell them because they are in the plate book! One of the well-known concerns is cataloguing tender varieties and back numbers because they are called for. Education of the public—and of the trade, too—is badly needed. Publicity campaign talk is timely."

I SEE
The Shenandoah Nurseries
"LAKES" of Shenandoah, Iowa
Have in the mail at this time, one of the most complete **bulletins** of its history. Better look through it very carefully. They still have some of that fine **Spirea Van Houtte** left, besides a very good assortment of other Shrubs and Perennials.

Nursery Trade Bulletin

The Wittbold Nursery, Pharr, Tex., managed by W. L. Baker was damaged by fire recently to the extent of \$5000 loss.

Kansas Evergreen Nurseries, Manhattan, Kan., have branch offices in Topeka and Salina with landscaping equipment.

Rapid growth has been made by the Baker Nursery Co., Higginson, White County, Ark., which now owns 200 acres. A display room has been opened in North Little Rock.

F. L. Atkins, Bobbink & Atkins, Rutherford, N. J., urges the improvement of grounds about railroad stations as an effective means of creating favorable first impressions upon visitors.

Incorporation is announced of Glynllison Gardens, Hopkinton, Mass., Nursery business; capital \$50,000, Thomas A. Mullen, Boston, William E. Ramadell, Winchester, and Marion I. Burke, Arlington.

Indian River Nurseries & Development Corp., Fellsmere, has been incorporated for general Nursery business 75 shares, no par value. R. J. Dunham, J. W. LaBruce, D. K. Kinney, R. L. Kianey, board of directors.

To prepare for the democratic national convention in Houston, Tex., Edward Teas of that city last month distributed 25,000 rose plants which were planted in streets and yards all over the city, at \$1 per bundle of five.

Commenting on the election of James H. West as president of the Ohio Nurserymen's Association, the Lake County Herald, Willoughby, O., says: "Lake county is the largest Nursery center in the world, and the West family are among the pioneers and the leaders in the field. It is fitting that

James West should follow in the footsteps of his illustrious father, who is nationally known for his work in the Nursery field."

The Nursery business of Francis Merrill Ellis, Griffin, Ga., was reorganized Dec. 1, 1927 and a half interest was purchased by C. T. Smith, Concord, Ga.

S. G. Harris, owner and founder 30 years ago of Rosedale Nurseries, Tarrytown, N. Y., denies rumor that the Nurseries have been sold.

J. B. Shepard, Fair Lake Nurseries, Detroit, Mich., announces that Arthur Davies has succeeded Paul F. Murphy in the organization.

F. L. Atkins, Rutherford, N. J., is president and F. L. Mulford, Washington, vice-president of the American Horticultural Society. Secretary D. Victor Lumsden and Treasurer Otto Bauer, Washington, were re-elected last month.

For the first time in the history of Ventura County, Cal., citrus Nursery stock was shipped out of the county, according to A. H. Call, county horticultural commissioner, when a carload was sent from Santa Paula to San Dimas.

D. P. Henegar, who has been re-elected to the presidency of the Tennessee Nurserymen's Association, is president of the McMinnville, Tenn., Exchange Club and secretary and treasurer of the Forest Nursery Co.

Waxahachie, Tex., Nursery and Floral Co., has been incorporated, \$10,000 by Marie Freeman, J. D. Dine and R. H. Freeman.

Thomas J. Stephens, at one time proprietor of the Stockton, Cal., Nursery, died Jan. 30, aged 73.

Doty & Doerner, Portland, Ore., specialize in matured shrubbery. Their stock includes azaleas and rhododendrons of long age,

camellias 10 feet in height, boxwood eight feet, Irish yews 20 feet and birch trees 25 feet in height.

Michael Schwartzwalder, Huntington, O., died last month, aged 70. At one time he was in the Nursery business near Point Pleasant, O.

Phil Lutz, peony specialist, Boonville, Ind., says mild weather has started growth of peonies and there is danger that frosts later will kill the buds. He expects to cut from a 50-acre crop, there being one field of 10 acres of *edulis superba*.

That Harlan P. Kelsey's Kelsey-Highlands Nursery, Salem, Mass., may be regarded as headquarters for flowering crabs is shown by the listing with brief description of 27 varieties on a full page of a special illustrated circular recently issued.

H. W. Gottschalk, who was with C. R. Burr (Heath & Co.) 14 years, is with C. E. Wilson & Co., Manchester, Conn., in the wholesale department. Recently he called upon friends in the trade in Newark, N. Y.

Oceanside, Cal., Nursery has been opened by C. A. Marks and Kramer Brothers.—Utah Nursery Co., Salt Lake City, has added a retail store and is landscaping its grounds for advertising purposes.—R. W. Clubb, Brunswick, Ga., has started the Royal Palm Nursery.—W. F. Miller and others have incorporated the Toledo, O., Nursery.

Nurseryman Promotes Perfume Factory.—W. R. Hudnall, Tyler, Tex., says: "Millions of roses, which would sell for as much as \$5 a dozen in the cities, go to waste annually because there is no use for them. The roses are left to be destroyed in the hot sun, blown away by the wind, or even piled up at the side of the fields as rubbish. A perfume plant, it is believed, would reap a rich harvest. Smith County, of which Tyler is the county seat is one of the greatest rose-growing sections of the South."



Cotoneaster microphylla
Lonicera thibetica
Pinus umbraculifera
Potentilla tridentata
Phlox subulata Apple blossom
Primula veris Hose-in-Hose
Rhododendron minus

Among the unusual things offered in our new Spring catalog. Have you a copy?

F. & F. Nurseries
WM. FLEMER'S SONS INC.
SPRINGFIELD, NEW JERSEY.



FEW concerns can offer the wide range of hardy ornamentals described in our new Spring price list.

Send for your copy

PRINCETON NURSERIES
PRINCETON, NEW JERSEY
Wm. Flemer's Sons, Inc.



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WATCH IT DUST

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When you want a dust gun that will produce results and give satisfaction get a **Peerless**. It will dust bushes and medium size trees, also underneath the leaves on low plants.

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Write for descriptive circular and tell us where you saw this adv.

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1600 E. 24th St.

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REAL BUSINESS FACTS AND OHIO'S PRE-EMINENCE

Striking Facts Shown in Ohio Society's Convention Address by President Clarence O. Siebenthaler

This is the 21st annual meeting of the Ohio Nurserymen's Association. Well do I remember the first meeting that I attended. I believe it was 17 years ago in this same town. It is very gratifying to see many of the same faces here today that were there at that time. It is also encouraging to see that the membership has grown to nearly one hundred from that first handful of ten or a dozen men.

Ohio has come to occupy an important place in the Nursery industry. It is reputed that more Nursery stock is produced here than in any other state east of the Rocky Mountains. Sixty Ohio Nurserymen belonged to the American Association of Nurserymen in 1926. In 1927 there were seventy-one. Since the total membership is now 690, you see that more than 10% of the members of the American Association of Nurserymen come from this state.

Ohio is a good state in which to operate a business such as ours, because it is near the center of the buying power of the country. It has great buying power in itself, as the per capita income is fifth high of all the states. It ranks sixth on the amount of its savings deposits.

I mention these things here only to offset the pessimistic note one sometimes hears when talking to someone who had better look to his own business conduct or to some of his antiquated methods for the cause of his pending failure. A slump in business was predicted at the start of 1927 on account of the great activities of 1926. Yet building construction the past year, upon which certain branches of the Nursery business are dependent, only failed to break the previous high record by less than one percent. This much talked of slump in building operations failed to develop as the final returns now reveal.

On the other hand there were more commercial failures in 1927 than in any of the seven preceding years. There is nothing to indicate that there will be less in 1928, while there is every reason to believe that the elements which create the demand for plants were never more favorable to a record breaking year in the Nursery business. Several conclusions might be drawn from the above somewhat irrelevant facts. The first is, that our collections should be watched more closely. There are some who even have the courage to say that the

terms on which Nurserymen do business with each other sooner or later must be changed. One is almost ashamed to compare our terms with those in other businesses, where the producer gets his cash at the time of delivery or else some form of negotiable security which is immediately convertible into cash. It has been well said



CLARENCE O. SIEBENTHALER, Dayton, O.

that "the wheel that squeaks the loudest gets the grease."

The other conclusion is that since the buying power of a dollar is just so much, we are going to have to show the public how much more profit, pleasure, satisfaction, pride and happiness they can receive when it is invested in trees and shrubs and plants than in many of the other commodities so flatteringly paraded before them. Our duty is to show them that a fruit tree, a shade tree or an ornamental plant sold today for a dollar could not be bought back from the owner five years from now for ten dollars. Yet our competitors—the radio man, the automobile and iceless refrigerator manufacturer—with no such selling arguments are setting the pace that we have to keep up with to get the patronage that our industry is entitled to.

Times have changed. There was the time when a man didn't mind waiting from

one day to the next if he missed the stage coach. Now he swears if he misses one leaf of a revolving door. Individually and collectively we are being forced to adopt new methods of selling and servicing our output. We are getting no end of favorable publicity from sources outside our own ranks. The numerous garden clubs, the popular magazine articles on plant life, nature study groups and such references as Will Rogers made over the radio to the display of flowers at the Leland Stanford-Notre Dame football game help to make the public receptive to an appeal to do more and better planting. We have done much less ourselves. We must realize that first this desire must be created in the minds of the public to want more beautiful homes and better orchards. Then we must make it easy for them to sell, yet there is no other industry where the producer makes less effort to inform the consuming public of the value of its product or the proper method of using it to get the greatest advantage. The point of production should be the source from which flows a fund of information on problems of culture, design and the appreciation of good taste in plants. In other words make it so easy to have better plantings both of fruit and ornamental types that the previously created desire is satisfied without effort on the part of the consuming public.

This is not meant to be a treatise on merchandising but this is the subject which is occupying the minds of many Nurserymen today to the exclusion of production problems. A survey is being conducted by the American Association of Nurserymen on the Nursery situation. Some of the findings are sensational. For instance, if ten shrubs were planted about each unplanted home at the present rate of production it would take six years to fill the orders. Last year one branch of the business showed a 600% increase. Only 1% of the cost of the lot and home go into the planting. This isn't right. It should be 3 to 5%. In checking up the experiences of other allied groups, it was found that the slogan of the florists "Say it with flowers" has meant three and one-half millions of dollars per word to them.

I mention these things only as an example

(Continued on Page 124)

Celebrating Seventy-five Years of Steady Progress

1853



1928

Growing Fruit and Ornamental Trees, Shrubs and Roses that are unexcelled. Every detail of propagation, digging, packing and shipping is handled by a careful system perfected through our 75 years of faithful service.

We are the originators of the well known
CLIMBING AMERICAN BEAUTY ROSE

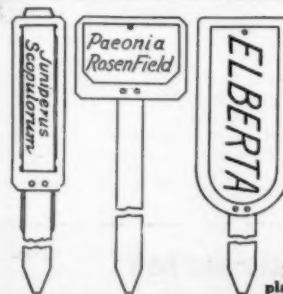
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LABEL YOUR PLANTS IN THE MODERN WAY

Drescher labels are new in the market but are thoroughly tested and tried for economic handling of Nursery Stock. They are built of heavy steel with removable zinc plates, guaranteed to last ten years. Samples will be sent on request.

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American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; June 20-22, 1928. Denver, Colo.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.

California Assn. of Nurserymen—Mrs. H. W. King, Sec'y., 487 Chamber Commerce Bldg., Los Angeles, Cal.

Connecticut Nurserymen's Association—A. E. St. John, Sec'y., Manchester.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

Eastern Nurserymen's Association—Fred Worsinger, Sec'y., Tacony, Pa.

Fruit and Flower Club of Western New York—J. C. Hoste, Newark, N. Y.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill.

Iowa Nurserymen's Association—Harold J. Parnham, secy., Capitol City Nurs., Des Moines. Nov. 1928, Cedar Rapids.

Kansas Nurserymen's Association—James N. Farley, Sec'y., Topeka.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.

Massachusetts Nurserymen's Association—Whitthorpe H. Thurlow, secy., West Newbury.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.

New England Nurserymen's Association—W. N. Craig, Sec'y., Weymouth, Mass.

New Jersey Association of Nurserymen—John Marselle, secy., Wyckoff, N. J.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.

Ohio Nurserymen's Association—Royce Pickett, secy., Clyde.

Oklahoma Nurserymen's Association—W. E. Rey, sec'y., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash. July 11-13, 1928, Olympic Hotel, Seattle, Wash.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rocky Mountain Nurserymen's Assn.—Chas. C. Wilmore, Secy., Box 382, Denver, Colo.

Rhode Island Nurserymen's Association—Daniel A. Clarke, Secy., Fiskeville.

Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.

South Dakota State Nurserymen's Association—J. B. Taylor, sec'y., Ipswich.

Southeastern Nurserymen's Ass'n.—Otto Buseck, Sec'y., Asheville, N. C.

Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, secy., Irvington.

Southern Nurserymen's Association—W. C. Daniels, Sec'y., Pomona, N. C., Sept. 19-20, 1928, Memphis, Tenn.

South Texas Nurserymen's Ass'n.—W. R. McDaniel, Sec'y., Alvin, Tex.

Southwestern Nurserymen's Association—Thomas B. Foster, Sec'y., Denton, Tex., Sept. 19-20, 1928, Memphis, Tenn.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.

Western Canada Nurserymen's Association—T. A. Torgeson, Sec'y., Estevan, Sask.

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Young's Boxwood and Evergreens

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My service and stock will please you.

Write for Wholesale Trade List

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GREENSBORO NORTH CAROLINA

Broadleaf and Coniferous EVERGREENS

English Laurel, Japanese Ligustrum, Gardenias, Aucuba Japonica, Biota, Retinosporus, Thuja.

Price list on request.

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baked enamel glass
front, card about 2x4
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Lasts ten times longer
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Manufactured by
THE S-W SUPPLY CO.
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PIN OAK SEEDLINGS

I have Pin Oak Seedlings, for spring 1928, in 8 to 12 in. and 12 to 18 in.

18 to 24 in. all sold. Let me quote you.

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OLD DOMINION NURSERIES

We offer for Spring, 1928:
Peach Trees; Amour River (North) and California Privet; Catalpa Bungei; Silver Maples; Lombardy Poplars; Evergreens; Azaleas—Crepe Myrtle. We also offer a good stock of Extra Well Rooted Evergreens from beds for lining out purposes.
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Send for our Wholesale lists.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

SPIREA VANHOUTTE

2-3 ft., 3-4 ft., and 4-5 ft. in quantities.

HYDRANGEA ARBORESCENS

18-24 in. and 2-3 ft.

HYDRANGEA PAN. GRAND.

18-24 in. and 2-3 ft.

BERBERIS THUNBERGI, CALIFORNIA PRIVET, and all other SHRUBS in a good assortment.

WISC. WEeping WILLOWS

6-8 ft. and 8-10 ft.

FRUIT TREES, GRAPE VINES, and SMALL FRUIT PLANTS

"WEST has the BEST"

T. B. WEST & SONS

PERRY, OHIO

BLACK HILL SPRUCE

18-24 inch	.....	\$1.00 each
24-30 inch	.....	1.75 each
30-36 inch	.....	2.25 each
3-4 feet	.....	3.00 each
4-5 feet	.....	5.00 each

THE INDEPENDENCE NURSERIES CO., Independence, Ohio

NORWAY SPRUCE

18-24 inch	.....	\$ .65 each
2-3 feet	.....	1.10 each

Stock here listed is offered in not less than 100 lots. Trees exceptionally nice; transplanted three times.

LINING-OUT STOCK

MALUS—The Flowering Crab
Arnoldiana, Atrosanguinea, Baccata-Sieboldi, Floribunda, Ioensis, Niedzwetzkyana, Prunifolia-Rinki, Scheideckeri

18-24" \$1.50 per 10 \$135.00 per 100
24-36" 2.50 per 10 200.00 per 100

Bechtels, Floribunda, Peachblow, Floribunda Purpurea, Spectabilis, Torongo, Sargentii:
18-24" \$2.00 per 10 \$150.00 per 100
24-36" 3.00 per 10 250.00 per 100

CERCIS CHINENSIS (Chinese) Red Bud
4-6" \$3.50 per 100 8-10" \$5.50 per 100
6-8" 4.00 per 100 10-12" 7.00 per 100

ULMUS PARVIFOLIA (Chinese Elm)
1 yr. 4-6" \$2.50 per 100
6-8" 3.50 per 100

2 yr. 12-18" 5.00 per 100
18-24" 6.00 per 100
24-30" 7.00 per 100

BIOTA ORIENTALIS
8-12" \$6.00 per 100
12-18" 7.00 per 100

PINUS THUNBERGI
1 yr. Seedlings, 3-5" \$1.00 per 100
8.00 per 1000

A. E. WOHLERT

The Garden Nurseries NARBERTH, PA.

"Everything Worth Planting"

Write for our 1927 Short Guide & Price List

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AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

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COMPLETE LINE

Lining Out and Larger Sizes

Send Your Want List for Quotations

Write for Trade List Let's Do Business

Forest Nursery Co., Inc.

MCMINNVILLE, TENNESSEE

The Westminster Nursery

J. E. Stoner, Proprietor

WESTMINSTER, MARYLAND

Offers in quantities California Privet

1 and 2 yr.; Rhubarb, 1 and 2 yr.;

Asparagus, Washington varieties,

1 and 2 yr.; and a fine assortment of

Shrubby, Vines and light grade

Evergreens, etc.

Send us your want list. Our prices

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American Bulb Company

Importers and Growers of

Dutch Bulbs, Cannas, Tuberoses, Gladioli, Hardy Lilies, Manetti, Lily of Valley, Sphagnum Moss.

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Sample Free.

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Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequalled historic value. An index for each volume.

TWENTY THOUSAND BOOKLETS AND PUBLICITY EMBLEM

Ready in New Jersey Nurserymen's Association Merchandising Campaign

Three important subjects were in the limelight at the annual convention of the New Jersey Nurserymen's Association in Trenton, N. J., Feb. 16: Forest tree seedling distribution, trade publicity and special arrangements for undertaking control of plant diseases.

The most notable of these, perhaps, because of its similarity to the budding plan of the distribution committee of the American Association of Nurserymen, is the movement on the part of New Jersey Nurserymen to seek a wider and more active market through a publicity campaign. The subject was introduced by the report of Chairman F. D. Osman of the merchandising committee. With the aid of the Hoyt Advertising Service, New York City, a booklet for publicity purposes has been prepared, similar to the booklets which have been put out from time to time by the American Association. A feature of the campaign is an emblem, displayed herewith, designed to connect this particular activity with membership in the state association and thus direct resulting benefits of the publicity to those who are paying the cost thereof. The emblem, it may be explained, represents a growing tree, under rain and sunshine, and, inferentially, the skill of the Nurseryman. It may be used in black on the letterheads and other printed business matter and can be reproduced, as it has already, in baked enamel metal signs in five colors for displaying in and out of doors, on trucks, etc. More than one hundred of these signs were ordered by association members at the meeting. A first issue of 20,000 booklets is planned.

Chairman William Howe, of the committee on forest tree seedling sales, reported that through the co-operation of members data regarding distribution of 220,000 state-grown seedlings had been obtained. Of this number apparently 64,000 had been purchased and planted for resale or distinctly private grounds ornamentation rather than for the purpose for which they had been produced with the taxpayers' (Nurserymen's included) money for reforestation! Mr.

Howe said he had found Secretary Wilbur of the State Forestry Department willing to co-operate with the Nurserymen's association in checking and endeavoring to prevent such abuse of the state's provisions. The executive committee of the association will represent the Nurserymen in co-operation with Secretary Wilbur.

Mr. Wilbur addressed the association, giving much practical information on the work of his department and impressing the



Publicity Emblem of the
New Jersey Nurserymen's Association

members with his sincerity in desiring to protect the Nurseryman's interests while promoting reforestation. He said that growing of seedlings was taken up by the state because the seedlings could not be obtained in sufficient quantity from the commercial Nurseries. In some cases abuses complained of resulted from purchase by Nurserymen of state-grown trees originally set out by private planters for timber purposes. The desire on the part of his department, he said, is to confine the distribution of state grown trees to commercial lumber purposes, without thought of profit or of supplying seedlings gratis or at less than cost.

Upon the urgent representation by the association of the need therefor, State Plant Pathologist R. P. White has been assigned to study, upon full time, diseases of ornamental plants and measures for controlling them. It is believed that this is the first instance of state action of this kind. Dr. White addressed the association, reporting upon preliminary work, the aid given by Nurserymen of the state in supplying stock and space in Nurseries for experiments and the urgent need of funds, applied for, to provide more greenhouse and other facilities in New Brunswick headquarters. He announced that New Jersey in August will entertain the American Society of Plant Pathologists, the summer meeting of which is to be devoted mainly to a consideration of plant diseases.

The association voted to adopt the A. A. N. schedule of Nursery stock standards, at the same time instructing the secretary to suggest to the national association some modifications. It was proposed by Mr. Osman that the preparation of credit lists be taken over by the secretary whose salary may be increased along with other provisions for services by members to the association, as the executive committee may decide. The arbitration committee, through Chairman E. M. Carman made recommendations relating to commercial arbitration in which the Eastern association will be asked to co-operate.

Officers elected: President, H. J. Jennings, F. and F. Nurseries, Springfield; vice-president, William DeBree, Plainfield Nursery, Scotch Plains; secretary-treasurer, John Marselle, De Baun & Co., Wyckoff; members of executive committee, R. F. Green, Fred D. Osman, William Howe.

Nurserymen's Sister in the Near East

After harrowing experiences in the desert between Mosul and Bagdad, during which her automobile broke down on the brink of a precipice and she was attacked by wolves, Miss Alice Carr, Near East Relief nurse, en route to Smyrna, arrived at Mosul, Irak., late in January. She carried \$10,000 for Assyrian relief. Her home is in McRae, Ga. Miss Carr is the daughter of W. W. Carr and sister of O. E. Carr, Carr's Nurseries, Yellow Springs, O. W. W. Carr, 86 years old and still active, founded the business in 1870. He is better known to older Nurserymen, some of whom have passed away: T. S. Hubbard, George and Wilson Peters, John Siebenthaler, D. Hill, Peter Bohlender and the older members of Storrs & Harrison Co.

New N. Carolina Nursery—O. D. Newton & Son, Nurserymen, Richmond Va., have established a Nursery on Grandfather Mountain, just off the Yonahlossee road and eight miles west of Blowing Rock. Nursery stock and equipment have been moved from the Richmond plant to the new location. Mr. Newton said that he had tried for years to develop the culture of the evergreens in the Richmond section. It was an expensive proposition as the ground there had to be prepared especially for the young evergreen plants. "It is different here," he said. "In this section we have the native soil with climatic conditions right for growing any of the evergreen plants we want for our Nursery. The drainage in this high mountain soil is so perfect that nature takes care of it without any artificial system. This we find one of the biggest items in evergreen culture."

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Our recent inventory reveals a surplus of some mighty scarce items. Here are just a few—you know they won't last long. Get in while there is still a chance.

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1 and 2 year Seedling and Transplants
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1 year Transplants
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1 year Seedlings and 2 year Transplants
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6/12 inch. One year Seedlings
- MULTIFLORA JAPONICA—2 3/8 MM & 3/4 MM**
also
- THORNLESS MULTIFLORA**
(worth the slight increase in price)
- BARBERRY THUNBERGI**
One year 9/12 inch and 2 year 12/18 in.
- AMOR RIVER PRIVET**
2 year Rooted Cuttings—6/12 inch
- IBOTA PRIVET**
3/6 inch, 6/12 inch, 12/18 inch
On good land you will be able to dig some fine 12/18 and 18/24 inch plants this fall. Hardier than California.

GRAFTING SIZE
4/6 MM Ideal for Grafting Lilac
Not forgetting:
BARBERRY THUNBERGI—2 and 3 year Heavy Transplants in about all grades
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40,000 ROSA MANETTI
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CLIMBING ROSES—All Grades
You will always find our grading just a little better than you expected.
Many times we are able to ship orders the same day as received.
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4/5, 5/6, 6/8
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Seedlings and Shade Trees
- FRENCH GRAFTED LILACS**
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THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919, Will Hold its Tenth Annual Meeting in Denver, Colo., June, 1928. E. M. Jenkins, Winona, Ohio, Secretary.

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Drive in and see our stock. Would take pleasure in showing you over our grounds.

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American Fruit Tree Seedlings that never miss. Only seedlings with sustained quality. Many large Nurserymen that have tried them, are adopting them. We offer for next winter's delivery:

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We can save you real money whether you need large or small quantities.

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Exeter, N. H.

"Hardy New England Grown"

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Robert Pyle, West Grove, Pa., Secy.

The following roses have been approved by the registration committee of the American Rose Society, and notification having been sent to the foreign countries, are proposed for registration as follows:

Name—**TALISMAN**. Originated with the Montgomery Co., Inc., Hadley, Mass.

Class—Hybrid Tea.

Parentage—Ophelia x Claudius Pernet.

It is a very vigorous, free grower, with large, luxuriant, medium green foliage. The long pointed bud opens into a medium full, large petaled flower, gold and copper; twenty-five petals. It is distinctly sweet scented, a free bloomer and splendid keeper. "This rose should be a distinct addition to the commercial varieties."

Name—**LADY CANADA**. Originated with Dale Estate, Limited, Brampton, Ontario, Canada.

Class—Hybrid Tea.

Parentage—Butterfly x Premier.

It is a strong, free grower, hardy, with broad, deep glossy green foliage. Its long, full bud opens into a large flower, 30 to 35 petals, sweet scented, even color of bright rose. It is a free bloomer and lasts well. This rose is similar in some respects to Premier, differing in shade and growth.

If no objections are raised to the under-

signed within six weeks after publication his home town. We urge the exhibition of seasonal displays and shows. First, from the community standpoint, and, then, at least once yearly a city-wide inter-community exhibit in every city.

ROBERT PYLE, Secretary

To Control Box Leaf Miner—F. F. Smith, H. J. Fisher and T. L. Guyton of the Pennsylvania department of agriculture, have found that this pest can be kept under control in Nursery stock by immersing infested branches in water around 120 degrees Fahrenheit and holding there seven minutes. It is more practical to apply in Nursery than the generally recommended nicotine and molasses spray and though buds are hurt by temperatures fatal to larvae, the treated plants conceal the injury by midsummer with new growths.

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C. A. Tonneson, Burton, Wash., Secy.

Pacific Coast Association of Nurserymen is anxious to increase the trade of all its members. Recently the Educational Committee of this Association devised a plan to increase the demand for greater plantings which naturally means more and better sales for Nurserymen.

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Will give you as
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\$15.00 per 1000

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same grades

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Bechtel's and others

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trees, shrubs, etc. Also
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For trees, shrubs,
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For pot plants and
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and prices.

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Clean Coast Grown SEEDLINGS

Properly ripened, carefully dug and graded, and packed so they will reach you in first class condition.

APPLE, Malus—Pyrus Malus
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" Mahaleb—Prunus Mahaleb
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Also a very complete line of Fruit Trees, Ornamentals, Roses and Nursery Supplies.

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for fall and spring delivery of unexcelled quality. We grow everything we offer, AND KNOW HOW. Let us quote on your requirements before placing your orders.

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Established 1890 Fredonia, New York

EVERGREENS

BROADLEAF AND CONIFEROUS

We offer the trade a fine assortment of Broadleaf and Coniferous Evergreens, such as ligustrums, cherry laurels, elaeagnus, pyracanthas, cotoneasters, euonymus, mahonias, Chinese arborvitae in variety; American arborvitae in variety, the best junipers, pines, retinosporas and cedrus, and many varieties of flowering shrubs. Our stock is well grown and well handled. We especially solicit car lot orders.

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Mastodon, Progressive, Dunlap, Aroma, Premier, Gibson. Also Raspberry and Blackberry plants. Individual orders shipped direct to your customers.

Grape Vines, 2 yr. Concord, priced to sell.

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Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

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AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

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1- General or Special Purpose - - - Any Size

2- American Propagators Directory-2-in. blocks

3- Business Card Announcement - 1-in. blocks

Rate: \$2.80 Inch per month; under yearly term, \$2.50

Minnesota Wants National Convention

AT THE annual convention of the Minnesota State Nurserymen's Association at Lowry Hotel, St. Paul, Jan. 9-10, plans for entertaining the American Association of Nurserymen in 1930 were enthusiastically considered. With the national meeting in Denver this year and with the probability of its going east to Boston in 1929, the Minnesota Nurserymen believe that the placing of the convention here in 1930 would be most logical.

The national association could be splendidly cared for in the Twin Cities (St. Paul and Minneapolis) and either of the towns could furnish accommodations that would be equal to those offered by any locality. The visitors would find much to interest them in the parks and beautiful boulevards and homes of the Twin Cities and would never forget their visit during the summer months to this play-ground of the west—Minnesota the State of 10,000 lakes.

An hour's ride from the city would take the delegates to the cooling waters of White Bear, Minnetonka or a score of other lake-side resorts. With a week-end to spare they could visit the north woods, its forests of pines and lakes of sky-blue waters.

Within Minnesota are many large Nurseries where plants of particular hardiness and sturdiness are bred for country-wide distribution. There are now more than twenty large Nursery firms here who are members of the national association and a convention in this locality should result in bringing another fifty into the membership. So those who care not for recreation alone would find their visits to the Minnesota Nurseries of real profit and education.

The Twin Cities are accustomed to conventions and know how to entertain their guests. During the summer one convention after another seeks our cooling climate and is made happy by the facilities and accommodations of our modern hotels and auditoriums. The motorist will find excellent hard-surfaced roads, the main highways being paved, to take him on his trips through the delightful scenery of our country-side. Every town has its well-appointed tourists'

A MINNESOTA BOOSTER



M. R. CASHMAN, Owatonna, Minn.

camp inviting one to linger and enjoy outdoor recreations. The people of Minnesota welcome tourists and know how to make their stay enjoyable.

A committee of the Twin City Nurseries under the leadership of jovial and efficient M. R. Cashman (our "Mike") is now making preliminary arrangements and there is no doubt that the national association will be invited to enjoy the hospitality of our cities for the convention of 1930.

W. T. COWPERTHWAIT, Secy. Minn. State Nur. Assn.

E. B. George with American Bulb Co.—E. B. George, recently with the McKay Nursery Co., Madison, Wis., and formerly a member of Storrs & Harrison Co., Painesville, O., has become a member of the staff of the American Bulb Co., with headquarters in that company's new building on West Randolph Street, Chicago. He will have particular charge of the handling of the company's auxiliary line of Nursery and florist stock.

U. S. Civil Service—Examinations will be held in Washington for applicants for junior places of horticulturist, pathologist, pomologist and seed botanist, applications to be filed up to March 10 inclusive.

Virginia cedar rust act has been sustained in actions. Those whose trees have been ordered by the state entomologist to be destroyed under the act are not entitled to compensation, rules the U. S. Supreme Court. The statute prohibits the growing or keeping alive of red cedar trees within a certain radius of an apple orchard.

MISCELLANEOUS

FOR SALE

STOCK FOR SALE

Fifty acres of leading varieties of peonies. Visit us in May. Phil Lutz Peony Farms, Boonville, Ind.

St. Clair, a wonderful new Golden Clingstone Peach. Trees 50c each. L. F. Dintelman, Belleville, Ill.

CACO GRAPE. Offering several thousand nice vines, true to name, reasonably priced. Write for quotation. C. D. Wright, Hamburg, Iowa.

BOOKS

BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE, 2 vols. Illustrated. Fully indexed. 3639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only in complete sets. Price \$35 per set. American Fruits Pubg. Co., P. O. Box 134, Rochester, N. Y.

Ohio Convention Address

(Continued from Page 118)

of some of the things which will merit your serious consideration in the future study of our business problems. Our program this year has been planned to throw a little more light on some of them.

Better relations exist today between ourselves as producers and the allied groups of landscape architects and cemetery associations than have existed for some time. This is a result of better understandings, but a lot of work is still to be done to get the highest degree of co-operation.

Better stock is being produced today than at any previous time since the introduction of quarantine No. 37 and the public will be still further favored in the next five years. American horticulture has a promising future for those of us willing to apply ourselves, unstintingly to the still further improvement of the stock offered to the planter. Couple with this more progressive and modern methods of merchandising and instead of being a question of over production to worry about, the question will be whether we can produce enough well grown trees and plants to satisfy the public demand.

WANT ADVERTISEMENTS

POSITION WANTED

WHAT I CAN GIVE—

- 1 Hard, Honest, effective work.
- 2 10 Years Horticultural and Nursery Experience, based on B. S. and M. S. Degrees in Horticulture.
- 3 First class Landscape construction and Teaching Experience.
- 4 Good sales and Managerial Ability (Exp. Nurseryman). (33 years old, married).

WHAT I WANT IN RETURN—

Executive work in which there is a future proportionate with results, where I can have a small Salary plus commissions or percentage of profits that can reasonably be expected to total \$4000 per year. If a Straight Salary, will work for \$3600 on a two years' contract. I am earning more than this now, but want to change to a bigger field. Can make change after July 1st. Correspondence appreciated, confidential. Address B-89, care American Nurseryman.

Nursery Workers Wanted

Nursery near Chicago, growing general line, has opening from time to time for perennial growers, gardeners, nursery foremen and wholesale and retail salesmen. Applicants when filing, should state particulars in general, give three references, enumerate experience, state age, salary expected, etc. Address B-87, care American Nurseryman, Rochester, N. Y.

Foreman's Assistant Wanted

General wholesale nursery, also growing perennials, has opening for assistant to foreman of perennial department. Must have knowledge of perennial plants, growing, packing and shipping. Applicants should state former experience, if now employed and where, age, if single or married, salary expected, give references and particulars in general. Address all applications to B-86, care American Nurseryman, Rochester, N. Y.

Ornamental Propagator Wanted

For large Central Western Nursery that is greatly increasing its ornamental business. Several years' practical ornamental propagation experience required. Salary moderate to start, good future if make good. Send references and full statement of past experience. B-88, care "American Nurseryman," Rochester, N. Y.

Editor for Floral Trade Paper

wanted with experience and acquaintanceship. Small salary to start; good opportunity to become partner in paper. Our employees know this advertisement is running so you will not be embarrassed answering. Address EDITOR care Charles H. Touzalin Advertising Agency 7 S. Dearborn St. Chicago

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SNOWBERRY, White, 2-3 ft., \$8.50 per 100

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PHILADELPHUS, MT. BLANC, 2-3 ft. \$5.00 per 100

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JUNG'S NURSERIES
Randolph, Wis.

Apples, Figs, Altheas, Butterfly Bush, California Privet, Crape Myrtle, Coral Berry, Deutzias, Forsythias, Loniceras, Philadelphus, Pussy Willows, Spiraeas, Weigelas, Climbing Roses, Carolina, Norway and Lombardy Poplars, Silver Maples and Tulip Trees.

Send us your want lists.

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Grape Cuttings Calloused

In the Land of Sunshine

Independent Fruit Co.
GREER, S. C.

FOR SALE

Pink and White Flowering Dogwood; Norway, 6-8', 8-10'; Sugar, 7-8'; Sycamore, 10-12'; Silver Maple, 6-8'; European Planes, 5-7'; Pyramidal 18", 2-3', 3-4'; American Arborvitae, 2'; Rhododendrons; Lining Out Evergreens; and plenty of good service.

E. W. JONES NURSERY CO., Woodlawn, Va.

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OUTSTANDING IN
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MOSAIC-FREE STOCK—RELIABLE

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PARSONS, KANSAS

Established 1870

Specialties

Amoor River North Privet, 2 yr.,
2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlo Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6
ft.

Deutzia Pride 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Jun-
ipers, in good supply.

Early Harvest B. B. root grown
plants.

Long list of Ornamentals in gen-
erous supply.

Largest and Best Supply of

GRAPE VINES CURRANTS GOOSEBERRIES

in all old and new varieties and
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Erie Grape Belt.

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COMPANY grade.

Prompt shipment.

Attractive prices made on
quantity lots.

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CAR LOTS our specialty, but we accept
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of trees. Also have Satsuma Orange trees.

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Bristling with exclusive trade news. Ab-
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High quality, field
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Are you satisfied with your present
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Evergreen Specialists - Largest Growers in America
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Plows
Seeds
Cultivates
Mows Hay
and Lawns

A powerful Tractor for
small farms, Gardeners,
Florists, Nurseries, Fruit
Growers and Poultrymen.

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Walking & Riding Equipment.

Free Catalog. Does Belt Work.

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200 to 300 thousand extra fine Con-
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Still have a surplus in most va-
rieties of Grapes, Currants and Goose-
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Get in touch with us. Forty-two
years' experience in the Nursery busi-
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We want to sell you Pecans, Japan
Persimmons, Roses, Fruit Trees,
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odora, 2-3 ft. and 3-4 ft. and other
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Write us for prices.

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For forcing, landscape and lining out.

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HIGH GRADES. LOW PRICES

Try them and you will be pleased.

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PECANS

We are the pioneer growers of budded and
grafted pecans in the South. Have a com-
plete stock of the leading standard varieties.
Can furnish trees we know will please and
give satisfactory results. Catalog free.

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Two Observations on Landscape Architect Ethics

By P. J. Van Melle, Poughkeepsie, N. Y.

There is work in which the landscape architect is more useful than the Nurseryman because of his greater skill in design. But in the matter of serving the multitude of small home owners which furnish the bulk of the Nurseryman's business and to whom so much of the landscape profession's appeal is directed the Nurseryman is at no disadvantage because of his lesser command of design. In this field of service the two types of service contrast differently.

It is not unreasonable to assume that the Nurseryman, in fostering a lively and intelligent popular love for trees and plants, in stirring purely horticultural interests and by blending popular preferences with modern needs does more to prepare for the coming of creditable, delightful, indigenous manners of planting than does the landscape architect by inducing simple folks to use trees and plants as a means to conscious design, as a means to the effects of ancient and remote schools of landscape architecture. Blessedly unaware of his employment in the cause of art, the Nurseryman tends the folk-arts of tomorrow, while the profession, stagnant with artistic consciousness, piously tends those of old Italy, France and England.

One very marked point of difference between the landscape architect and the Nurseryman in the service of the general public is that the latter is closer to the vitalizing force of landscape architecture—closer to the common people's love for trees and plants. He understands that love. It places responsibilities on him. He feels obligated to instruct his people in the care of his living wares and in simple, practical methods; to reduce planting risks to a minimum, to foster and justify the desire for trees and plants. These things are productive of popular initiative and make for the gentle expression, with flowers and foliage, of personal, regional and group-characteristics.

BOUGHT ON MERIT

The circulation of the "American Nurseryman" is BOUGHT by readers solely on editorial merit. It is never SOLD through schemes. Cut rates, "clubbing," premiums and deferred payments are not employed. It does not reach the general public. It carries no subscription in arrears.

By Ernst Herminghaus, Lincoln, Neb.

Mr. Van Melle's premise is that the landscape architect should take care of the larger and complex problems which require a knowledge of engineering, construction and architecture, while the smaller jobs involving only planting could be taken care of by the Nurserymen. I think the point is well taken and it usually results in that fashion. The Nurseryman isn't equipped in training to do the large job, and on the other hand the landscape architect can't afford to handle a mere planting contract for a small house and lot.

Why should Nurserymen employ landscape architects in their organization? Because—they are ridiculously cheap, they will increase your business, for your own satisfaction in doing good work, and finally, to eliminate the criticism of the landscape architects, for the professional man can have no criticism of you as a competitor if you are doing good work.

Portland, Ore., Nursery Club—At a recent meeting C. A. Tonneson, secretary of the Pacific Coast Nurserymen's Association, spoke on the subject: "Lower Freight Rates to the East Now a Certainty"; Max Somers suggested selling Nursery stock by means of photographs. Mr. McDonald reported on the allied horticultural show proposed for next fall. The slogan of the club is: "Oregon Grown Accredited Nursery Stock."

S. M. and R. J. Trimble and A. E. Palmer have established the Lake Jem, Fla., Nursery.

Denver Convention Plans

(Continued from Page 109)

the wind, with but little foliage and very seldom over six feet tall, yet many of them hundreds of years old. Each one looks as if it had a wonderful tale that it could tell if it could only talk. There is one place near the summit, where the road runs along a ledge of rock 1000 feet or more above a beautiful lake nearly straight down. This lake is known as Lost Lake. By the way, this lake is full of Rainbow trout.

Box lunch and coffee will be served at Echo Lake and time for a rest from the long

drive will be allowed. Everyone can enjoy the most beautiful scenery in the world around this wonderful lake which covers about 600 acres.

On the way back we will come by way of Lookout Mountain where all will be allowed to visit the grave of the world-famed Buffalo Bill which is located at the spot where he so many times rode on his horse to look off onto the plains for any Indian tribe that might happen to be approaching.

The round trip distance of this trip will be about 100 miles and will be planned to get everyone back to the hotel between 6 and 7 P. M.

This trip is worth anyone's time and we are sure that everyone will go home with a thrill and wonder in their hearts of Colorado's beautiful scenery and the usual western hospitality that goes with it.

CHAS. C. WILMORE, Sec'y.

Rocky Mountain Nurserymen's Assn.
Denver, Col.

Radical Changes Predicted

(Continued from Page 107)

capable inspectors. A representative of the state highway department intimated that the new highway regulation requiring that length of truck and contents shall not exceed 33 feet would not be rigidly enforced this year where judgment in loading was used. The legislative committee suggested that a conference with the Bureau of Plant Industry on various matters be had in view of apparent lack of usual co-operation.

Officers elected are: President, A. E. Wohler, Garden Nurseries, Narberth; vice-president, Earl Renn, Berryhill Nursery Co., Harrisburg; secretary, Floyd Platt, Wm. H. Moon Co., Morrisville; treasurer, Albert F. Meehan, Thos. B. Meehan Co., Dresher. Members of executive committee, J. H. Humphries, Wm. Doyle, Charles Boardman.

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WINTER HARVESTED
3 SPECIALTIES
HOWARD ROSE COMPANY
HEMET, CALIFORNIA

3,000,000 MINNESOTA 2-YEAR SEEDLINGS			
	Per 100	per 1000	
Col. Blue Spruce	\$2.50	\$15.00	
Norway Spruce	1.50	6.00	
Black Hill Spruce	4.00	30.00	
Nordman Fir	6.00	50.00	
Mountain Pine	2.50	15.00	
Scotch Pine	2.00	10.00	
Catalog full line Evergreens mailed.			
FERNDAL NURSERY			
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SPECIALTIES—Small Fruit Plants
Grape Vines, Currant, Gooseberry, Red and Black Raspberry suckers and Trans.
Strawberry, Rhubarb, Asparagus.
L. J. Rambo's Wholesale Nursery
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**MORTON BROS.
TARLTON NURSERY**
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TREE SEEDLINGS, LINING OUT STOCK
Many varieties, name varieties wanted.
RED CEDAR SEEDLINGS, TULIP POPLAR,
RED BUD, ETC.—WHOLESALE ONLY.

NURSERY SEEDS
Seeds for Nursery and Florists. Over One Thousand Varieties of Tree and Shrub Seeds. Highest Quality. Lowest Prices. Send for List.
F. M. ELLIS, Dept. A, Griffin, Ga.
"AMERICA'S LEADING TREE SEEDSMAN"

The Park Nursery Co.
PLEVNA, ALA.
Growers and Dealers
—High Grade—
NURSERY PRODUCTS
FOREST TREE SEEDLINGS
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ORNAMENTAL SHRUBS
Our Specialty
Get our prices before you buy.

Humus and Leaf Mold
Write for Trade Prices
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NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.50 covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

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THESE NURSERYMEN

have mastered Plant Diseases

WHEN a long period of damp weather sets in, do you tremble for those beds of valuable biennial and perennial seedlings that rot so easily? Have you ever been able to control the deadly mildew of roses and the scourge of black spot and brown canker of roses? Does crown gall still play havoc with your apple tree grafts! Do these and other plant diseases make your nursery speculative rather than a sound business?

Then you haven't heard about SEMESAN, the modern seed disinfectant. Read what this remarkable treatment has done for other nurserymen:

Simple Damping-Off Treatment

"I treated with Semesan a batch of cuttings in the sand which started to damp-off badly. The whole lot is now thoroughly rooted and I did not lose any more plants."

H. H. DE WILDT,

Greenwood Nurseries, Greenwood, R. I.



ROSES: Semesan is the most valuable remedy of preventive of mildew that I have ever come across. Not only did Semesan keep mildew off my own roses: it kept it off the imported ones after I had cut the mildew out of the imported stock. Semesan is going to effect an enormous saving."

E. R. CLARK,

Annapolis Rayon Nurseries,
Annapolis, Nova Scotia

"Immediately after using Semesan according to directions, foliage took on a deep green, healthy color and is now comparatively free from black spot. The brown canker is markedly checked and is fast disappearing."

P. C. TUCKER, Head Gardener,

Ideal Grove Service,
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BIENNIALS and PERENNIALS:

"We have used Semesan with great advantage in the control of beds of biennials and perennials when the small seedlings had shown a tendency to rot in damp weather. We think so highly of Semesan that we list it in our retail catalogue for the benefit of our retail customers who may not have heard of its phenomenal efficiency."

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CONIFERS: "Semesan is the disinfectant. I have used it in soaking coniferous seeds as well as deciduous tree seeds. It gives a higher germination percentage. Such conifers as Abies Pinsope and Adrus Libani, when dusted, gave a good percentage."

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APPLE TREES: "Two years ago we used Semesan on 150,000 apple grafts. When digging our trees the past fall we found not more than 2% affected with crown gall, while the untreated trees the year before ran as high as 25%."

E. M. QUILLEN,
Titus Nursery Company,
Waynesboro, Va.



Disease in one bed of conifers, for instance, would cost you more than many years' supply of Semesan for your entire nursery. You can buy Semesan from reliable seedsmen, hardware dealers, druggists and general stores. The cost is insignificant.

Get the handy Semesan booklets. Just check the coupon below. It means money for you.

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() Flower () Corn
() Vegetable () Potato

Kindly write your name and address in margin below.



Picea canadensis albertiana
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(Norway Spruce)

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Lining out Evergreens in good assortment for Spring planting. Send for March 1st price list of lining out stock and balled and burlapped sizes.

FIR				PINE—Continued				BALLED AND BURLAPPED EVERGREENS—Continued			
Size	Each per 100	Each per 1000		Size	Each per 100	Each per 1000		Size	Each per 100	Each per 1000	Each per 10
Balsam 4-6 " x	7c	6c		Austrian 4-6 " o	4c	3c		Chinese 1-1 1/2'	XX	B&B	1.00
Balsam 6-8 " x	10c	9c		Rustrian 6-8 " x	8 1/2c	7 1/2c		Pfitzer 1-1 1/2'	XX	B&B	1.25
Long needled Balsam 4-6 " x	7c	6c		Austrian 8-10" x	10c	9c		Pfitzer 1 1/2-2'	XX	B&B	1.35
Concolor 4-6 " o	5c	4c		Ponderosa 4-6 " o	3c	2c		Pfitzer 2-2 1/2'	XXX	B&B	3.25
Concolor 4-6 " x	20c	18c		Ponderosa 6-8 " o	3 1/2c	2 1/2c		Pfitzer 2 1/2-3'	XXX	B&B	4.00
Concolor 6-8 " x	30c	25c		Red 6-8 " x	8c	7c		Prostrate 10-12"	XX	B&B	1.00
Fraser 2-4 " x	8c	4c		White 4-6 " o	4c	3c		Prostrate 1-1 1/2'	XX	B&B	1.25
Fraser 4-6 " x	7c	6c		White 6-8 " x	8c	7c		Golden Prostrate 10-12"	XX	B&B	1.75
Nikko 4-6 " o	6c	5c		White 8-10" x	10c	9c		Spiny Greek 10-12"	XX	B&B	1.00
Nikko 4-6 " x	10c	9c		Scotch 4-6 " o	2 1/2c	1 1/2c		Waukegan 10-12"	XX	B&B	1.25
Veitch 4-6 " x	8c	7c		Scotch 6-8 " x	3c	1 1/2c		Waukegan 1 1/2-2'	XXX	B&B	2.25
CEDAR				Scotch 4-6 " x	6c	5c		Japanese 1-1 1/2'	XX	B&B	1.75
Deodar 4-6 " o	10c	9c		Scotch 8-10" x	8 1/2c	7 1/2c		Savin 1-1 1/2'	XX	B&B	1.25
Deodar 12-15" x	20c	17 1/2c		PESUDOTSUGA				Coast of Maine 10-12"	XX	B&B	1.25
Deodar 15-18" x	25c	22 1/2c		Douglas Fir 4-6 " o	4 1/2c	3 1/2c		Tamarix Savin 10-12"	XX	B&B	1.25
Cedar of Lebanon 2-4 " o	6c	5c		Douglas Fir 6-8 " x	15c	14c		Hill's Silver 1 1/2-2'	XXX	B&B	2.00
DAPHNE				Douglas Fir 8-10" x	17 1/2c	16 1/2c		Hill's Silver 2-3'	XXX	B&B	2.75
Cneorum	10-12" xx	10c		YEW				Redcedar 1-1 1/2'	XX	B&B	.85
Cneorum				American 8-10" xx	10c	9c		Redcedar 4-5'	XXX	B&B	4.00
JUNIPERS				Japanese 4-6 " x	10c	9c		Cannart Redcedar 3-4'	XXX	B&B	3.75
Chinese 4-6 " o	7c	6c		Japanese 4-6 " x	20c	19c		Cannart Redcedar 4-5'	XXX	B&B	4.50
Chinese 6-8 " o	8 1/2c	7 1/2c		Japanese 8-10" xx	50c			Silver Redcedar 5-6'	XXX	B&B	10.00
Pfitzer 6-8 " x	14c	13c		Dwarf Japanese 4-6 " x	20c			Schott Redcedar 4-5'	XXX	B&B	4.75
Common 6-8 " o	3 1/2c	2 1/2c		ARBORVITAE				SPRUCE			
Common 8-10" o	4 1/2c	3 1/2c		American 8-10" x	6c	5c		White 1-1 1/2'	XX	B&B	.75
Prostrate 6-8 " o	7 1/2c	6 1/2c		American 8-10" xx	7 1/2c	6 1/2c		White 1 1/2-2'	XX	B&B	.90
Prostrate 8-10" xx	20c	17 1/2c		Douglas Golden 8-10" x	15c	14c		White 2-3'	XXX	B&B	2.00
Golden Prostrate 4-6 " x	20c			Globe 4-6 " x	11c	9c		Black Hill 2-3'	XXX	B&B	2.50
Swedish 4-6 " x	13c	12c		Globe 6-8 " x	14c	13c		PINES			
Savin 6-8 " x	15c	14c		Hovey's 4-6 " o	11c	9c		Mugho 8-10"	XX	B&B	.90
Savin 8-10" xx	35c	30c		Rosenthal 8-10" xx	15c	14c		Mugho 10-12"	XXX	B&B	1.35
Coast of Maine 4-6 " x	15c	14c		White Tipped 4-6 " x	15c	14c		Mugho 1-1 1/2'	XXX	B&B	1.50
Hill's Silver 2-4 " o	8c	7c		Umbraculifera 8-10" xx	25c			Austrian 1-1 1/2'	XX	B&B	1.00
Redcedar 2-4 " o	4 1/2c	5 1/2c		Pyramidalis 4-6 " x	10c	9c		Austrian 1 1/2-2'	XXX	B&B	1.75
SPRUCE				Pyramidalis 8-10" xx	15c	14c		White 1 1/2-2'	XX	B&B	1.25
White 4-6 " o	4c	3c		Wareana 4-6 " x	11c	10c		Scotch 2-3'	XXX	B&B	1.00
White 8-10" x	10c	9c		Woodwardi 4-6 " x	11c	10c		PSEUDOTSUGA			
White 10-12" xx	25c	20c		Woodwardi 6-8 " x	15c	14c		Douglas Fir 2-3'	XXX	B&B	1.75
Black Hill 4-6 " x	6c	5c		Woodwardi 8-10" xx	30c			YEW			
Norway Spruce 4-6 " o	2 1/2c	1 1/2c		HEMLOCK				Japanese 15-18"	XXX	B&B	4.00
Norway Spruce 6-8 " o	3c	1 1/2c		Tsuga canadensis 4-6 " xx	13 1/2c	12c		Japanese 1 1/2-2'	XXX	B&B	4.75
Norway Spruce 8-10" x	12c	9c		Tsuga canadensis 8-10" xx	29c			Japanese 2-2 1/2'	XXX	B&B	5.50
Norway Spruce 10-12" xx	13 1/2c	12 1/2c		CHOICE ASSORTED BIOTAS				Dwarf Japanese 1 1/2-2'	XXX	B&B	3.25
Norway Spruce 12-18" xx	16 1/2c	15c		Chinese Arborvitae 4-6 " o	3c	2c		ARBORVITAE			
Norway Spruce 4-6 " o	4 1/2c	3 1/2c		Berckman's Golden 4-6 " x	13c	12c		American 1-1 1/2'	XX	B&B	.60
Serbian 6-8 " o	5 1/2c	4 1/2c		Bonita 4-6 " x	13c	12c		American 1 1/2-2'	XX	B&B	.75
Tigertail 4-6 " x	10c	9c		Bonita 6-8 " x	15c	14c		American 2-3'	XXX	B&B	1.50
Colorado Blue 4-6" o	4 1/2c	3 1/2c		Compacta 4-6 " x	13c	12c		American 3-4'	XXX	B&B	2.00
Colorado Blue 6-8 " o	5 1/2c	4 1/2c		Compacta 6-8 " x	15c	14c		Hill's Pyramidal 1-1 1/2'	XX	B&B	.75
Colorado Blue 6-8 " x	15c	14c		Pyramidalis 4-6 " x	13c	12c		Hill's Pyramidal 1 1/2-2'	XX	B&B	.85
Colorado Blue 8-10" x	17 1/2c	16 1/2c		Pyramidalis 6-8 " x	15c	14c		Hill's Pyramidal 2-2 1/2'	XXX	B&B	2.00
PINE				BALLED AND BURLAPPED EVERGREENS				Hill's Pyramidal 2 1/2-3'	XXX	B&B	2.50
Jack 4-6 " o	3c	2c		FIR				Woodward's 10-12"	XX	B&B	.85
Jack 10-12" o	3 1/2c	2 1/2c		Concolor 10-12" xx	B&B	1.85		HEMLOCK			
Large Swiss 4-6 " o	3 1/2c	2 1/2c		Concolor 1-1 1/2' xx	B&B	1.15		Tsuga canadensis 1-1 1/2'	XX	B&B	.65
Mugho 2-4 " x	7c	6c		DAPHNE				Tsuga canadensis 2-2 1/2'	XXX	B&B	2.25
Mugho 4-6 " x	11c	10c		Cneorum 10-12" xx	B&B	1.00		Tsuga canadensis 2 1/2-3'	XXX	B&B	3.25
Mugho 6-8 " x	14c	13c		Cneorum 12-15" xx	B&B	2.40		Tsuga canadensis 3-3 1/2'	XXX	B&B	3.75

50 of same variety and size at 100 rate; 500 at 1000 rate. 0—Indicates never transplanted. Suitable for bedding out. Each x indicates one transplanting. B&B signifies balled and burlapped. We allow 3% discount and box free when cash accompanies order.

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